Trade and Industry

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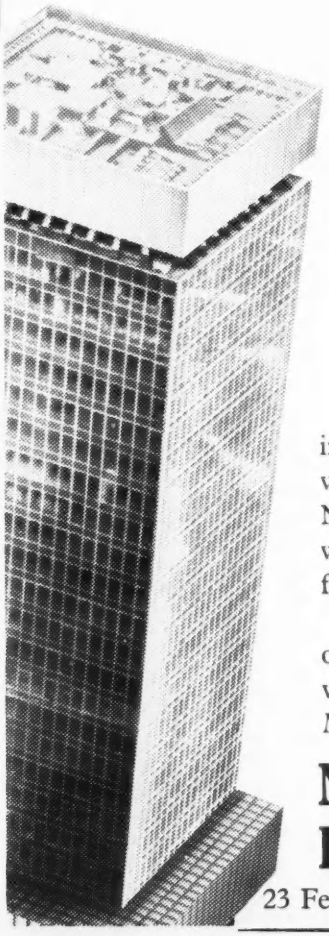

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Trade and Industry

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Front cover photograph

Mr. J. A. Tully, managing director of Hobourn Transmissions Ltd. and Mr. T. R. Scanlan (left), marketing director, explaining the special features of the Hansen Patent gearbox to the Hon. Sir Murray Porter (right), Agent-General for Victoria (Australia).

Hobourn Transmissions Ltd. have built up their business with Australasia for gearboxes to over £65,000 per year in just over two years. To help cope with this rapidly rising demand and to give on-the-spot service to users, they have set up a subsidiary company in Australia. The new company is having an assembly factory built in Melbourne and the Hon. Sir Murray Porter was seeing for himself the type of work that will be done in it.

Hobourn Transmissions Ltd. are licensees of Machinery Gears Hansen, of Belgium, for Hansen Patent Gearboxes and also manufacture gearboxes of their own design. All three companies are members of the Thomas Tilling Group of Companies.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last Published
Air Transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	18 Nov. 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	30 Sept. 1970
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	23 Sept. 1970
UK balance of payments (Q)	9 Sept. 1970
Bankruptcy orders (Q)	28 Oct. 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	14 Oct. 1970
Industry's investment intentions (3 times a year)	14 Oct. 1970
Catering trades turnover (M)	18 Nov. 1970
Chemicals industry (Q)	11 Nov. 1970
Companies:	
Acquisitions and mergers (Q)	2 Dec. 1970
New companies registered:	
Gt. Britain (M)	18 Nov. 1970
N. Ireland (M)	18 Nov. 1970
Computers:	
UK computer market (Q)	7 Oct. 1970
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	11 Nov. 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	2 Dec. 1970
Electronics capital equipment deliveries, research and development (Q)	28 Oct. 1970
Engineering and electrical goods:	
Production, exports and orders (M)	25 Nov. 1970
Film industry:	
British Film Fund Agency returns (M)	14 Oct. 1970
Cinema admissions and takings (M)	25 Nov. 1970
Overseas payments and earnings (A)	22 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	5 Aug. 1970
Household consumption (Q)	1 Nov. 1970
Footwear industry orders and deliveries (M)	25 Nov. 1970
Foreign trade:	
EFTA trade (Q)	This week
Industrial countries trade and production (Q)	4 Nov. 1970
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	25 Nov. 1970
Value of overseas trade: analysis of trends (Q)	4 Nov. 1970
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	18 Nov. 1970
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Nov. 1970
Business (M)	This week
Industrial building (Q)	28 Oct. 1970
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	25 Nov. 1970
N. Ireland index (M)	25 Nov. 1970
Insurance companies assets (A)	19 Aug. 1970
Investment:	
Book value of overseas direct investments (every 3 years)	23 Sept. 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	18 Nov. 1970
Machine tools deliveries and orders (Q)	14 Oct. 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	18 Nov. 1970
Deliveries (Q)	18 Nov. 1970
Production (M)	This week
Volume of production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	2 Dec. 1970
Motor trades turnover (M)	18 Nov. 1970
Office development permits (Q)	19 Aug. 1970
Partnerships registered (A)	8 April 1970
Pension funds: assets (A)	19 Aug. 1970
Retail prices index (M)	2 Dec. 1970
Retail trades:	
Index nos. (M)	This week
N. Ireland index (M)	11 Nov. 1970
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	2 Dec. 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
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Industry's stocks (Q)	14 Oct. 1970
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Television:	
Overseas payments and earnings (A)	22 July 1970
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Clothing and textile orders and deliveries (M)	23 Sept. 1970
Cotton production (M)	25 Nov. 1970
Hosiery production (M)	18 Nov. 1970
Wholesale houses sales (M)	18 Nov. 1970
Wool exports (Q)	25 Nov. 1970
Wool output (M)	25 Nov. 1970
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	11 Nov. 1970
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1970
Index nos. (M)	18 Nov. 1970

Department of Trade and Industry Organizations, etc.

Subjects	Last Published
DTI addresses (former BOT offices)	19 Aug. 1970
DTI Regional Directors (Export)	7 Oct. 1970
British Commercial representatives overseas	7 Oct. 1970
Customs notices of interest to exporters	This week
Directory of DTI (formerly BOT) departments and their work	8 April 1970
ECGD local offices	19 Aug. 1970
Half-yearly index – July to October 1970	This week
Official receivers' offices	20 May 1970
Programme of trade promotions	4 Nov. 1970
Release dates of economic statistics	25 Nov. 1970

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ADVERTISEMENTS

REPRINTS

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The views expressed in contributions emanating from other than official sources are not necessarily those of Her Majesty's Government.

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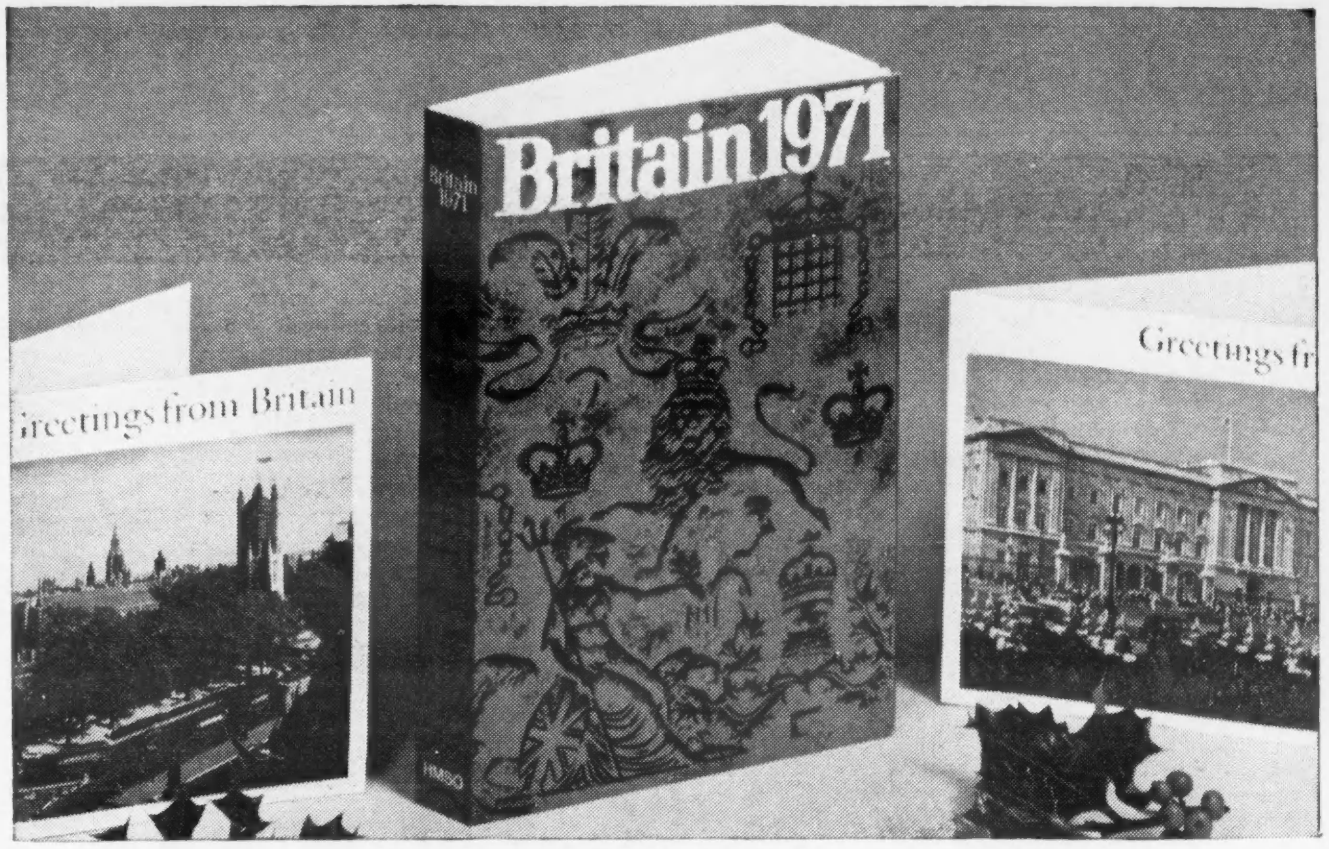

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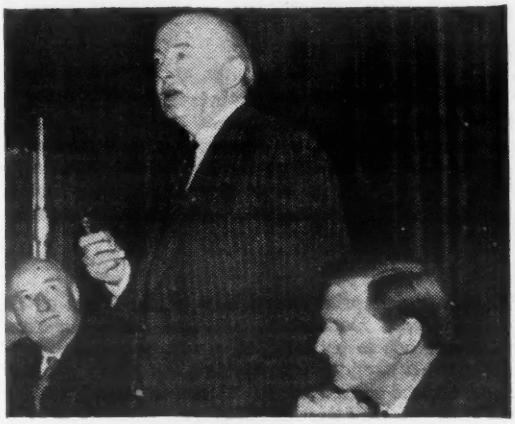
Simpler export paperwork—with the JLCD system

By The Rt. Hon. Lord Thorneycroft, PC, chairman of the SITPRO Board

As readers of *Trade and Industry* you will be vitally interested in exporting and therefore in any difficulties this entails. One of these is documentation, a matter which has been of particular interest to me for the past three years or so as Chairman of the United Kingdom Committee for the Simplification of International Trade Procedures and subsequently as Chairman of its successor body, the SITPRO Board.

The SITPRO Board does not claim to tell you how to run your business or how to document your goods. What we can claim is to have access to a wealth of experience in the field of trade documents and procedures. We know most of the problems and some of the answers. The advice we offer, and it is only advice, has the weight of solid professional knowledge over a wide field behind it.

A great deal of pioneer work on standardizing the layout of export documents in the United Kingdom was done by the Joint Liaison Committee on Documents used in the International Carriage of Goods – the JLCD. This resulted in the publication, in 1965, of the booklet *Simpler Export Documents* which described and illustrated a newly designed series of standardized and simplified documents compatible with an internationally agreed European layout for external trade documents. The great merit of these was that they could be completed quickly and easily by mechanical means rather than by the existing time-consuming and costly method of individual completion by hand; laborious checking too was reduced. The booklet pointed out that the system was flexible and explained how a user could design his own master document so tailored that many of his own domestic export forms, if required, could be included in a one-run system.



Lord Thorneycroft addressing a recent forum on Simpler Export Paperwork held by London Chamber of Commerce at Guildhall. Also at the table are (left) Mr. Jeffrey Hamm, Chairman of the Council, London Chamber of Commerce, and Mr. J. A. Horne, Management Services Branch, DTI.

A number of firms which have introduced a system on these lines have written to the Department of Trade and Industry and, because I feel that you will be interested in their experiences I have, with their agreement, quoted from their letters later in this article. You will see from these extracts the way in which they have benefited by increased productivity and savings in time and staff and thus costs. However, let me add a word of caution. There is no doubt that some hard work has to be done in any firm before such a documentary system can be introduced. But there is also no doubt that those who have taken the plunge are convinced that it was well worth while.

A further measure of the success of the European documentation system can be gauged from its general use in Scandinavia, Europe, Australia and elsewhere, its extensive use in intra-Commonwealth trade and its recent adoption by the United States, so that documents prepared in this layout are becoming increasingly familiar in world trade.

I would therefore strongly urge those of you who have not adopted the JLCD system to re-examine it and see if it is possible to introduce it into your companies.

Of course rationalizing conventional paperwork is not the only or indeed the major responsibility of the SITPRO Board, concerned as it must be with the whole range of procedures and data flows underlying paper documents. As computers and advanced communication resources are developed from 'private' commercial systems into the open common areas of world trade and transport we shall be dealing with quite different methods of processing, storing and retrieving data.

But for the moment standardization of export documents to the JLCD pattern is both necessary and desirable. That was the first major stride forward. A large measure of standardization to one system will put us in a far better position at some future date to introduce those further changes which will enable us to take full advantage of modern communication and data processing techniques.

A practical insight into the benefits that can stem from implementing JLCD can be gained from the following concise reports contributed by firms which have adopted the system.

'We deal with approximately 250 chartered vessels per month from local ports in addition to a considerable volume of small lots to the major shipping ports. Previously documentation was achieved by multiple dictation and typing of the various forms, each of which required checking. On adopting JLCD we have aligned our Bill of Lading and adapted other forms, which now permit us to prepare basic information once only. With minor additions as further details become available, all our documents can be prepared from this Master, using spirit duplication with suitable masks.

'The savings in typing and clerical time have not been accurately measured but the Typing Pool Supervisor estimates that a reduction in the order of 65/70 per cent in dictation and typing time has been effected. Further benefits will arise when mechanization of original information, which we are currently investigating, can be introduced. The JLCD layout lends itself ideally to this development.'

English China Clays Sales Co. Ltd.

'Having used the JLCD recommendations for almost three years, we feel qualified to comment on some of the benefits made possible by the use of the system. Improved accuracy and reduced typing and clerical costs were immediately obtained. Indirect benefits

(*Continued on next page*)

SIMPLER EXPORT PAPERWORK, *continued*

include speedier production of essential paperwork – a vital point if quicker transport turnaround and transit times are to be matched.

'Internal and external paperwork has been integrated to the recommended standards – enabling checking and paper handling costs to be improved. Common alignment of all export paperwork has enabled us to meet the recommendations of SITPRO and therefore to profit from future developments now being planned. We recommend firms concerned with international trade to study the reports of SITPRO and the Joint Liaison Committee on Documents. We regard them as the corner-stone of future work in this field.'

Laporte Industries Ltd.

'To us the JLCD system is a system of aligned or standard documentation. Any other system would do provided it gained wide scale acceptance. A standard system enables our internal documentation to be aligned with to the external system. Our systems may be aligned or merely of constant format dependant on the application. This approach has produced significant savings.'

Pirelli Ltd.

'For some time prior to the issue of the Board of Trade booklet *Simpler Export Documents*, we had been experimenting with various methods to try and find a way of producing the numerous documents required in our business, by some mechanized means. We did achieve some measure of success, but it was only with the introduction of the basic aligned documents recommended by JLCD that we were really able to make progress. Our initial work made it easier to bring our experimental systems into line with the aligned system, and we have now developed completely integrated systems for Export, Import, and Air Freight Documentation, incorporating all our domestic documentation, accounts, road haulage notes, waybills and advices to overseas agents and customers, etc.

'Our systems are flexible; for example, our Export Documentary System can be used equally well for Sea, Rail, and Container transport. In fact the flexibility of the aligned system is remarkable and one can introduce another document to meet some special requirement without any great difficulty. After nearly five years of operation it is difficult to visualize how we coped without some form of mechanized documentation, and in today's conditions it would be impossible without it.

'One final word, the preparation of any documentary system requires a lot of patience and detailed hard work, but the results are well worth it.'

LEP Transport Ltd.

'In a brief summary of some of the benefits we have received through using the aligned system of Export Documents, we can mention the following:

1. The simplicity and quickness inherent in this method of handling Export Documents has taken away many of the headaches, and made the whole job more straight-forward.
2. The fact that only the Master Document requires to be accurate has cut down the possibilities of error, and saved much time in checking.
3. The writing of individual letters has become entirely unnecessary, and again saved much time.
4. Our overall control of Export Documentation has been tightened up, and filing the Master Document only has saved space.
5. Sending our Customers by post "Advice of Shipment of Goods" with full shipping details has assisted them considerably.
6. Forwarding Agents have said they appreciate the clearer conveyancing of instructions, and our Bank has found it easier to process requests for payment.

'One vital thing that we feel has contributed to the success of the system as a whole is that the initial Master Document was planned with meticulous care, so that every available segment of space was utilized. It takes a little time to appreciate just how much can be superimposed on this document when this planning is thorough.'

South London Electrical Equipment Co. Ltd.

'In 1967 this Company introduced a system based on this publication. We have found during the period following that we have been able to dispense with a great deal of laborious work of preparing packing notes, consignment notes and other documents peculiar to this Company which was carried out by junior staff. There has also been a saving in typing despite an increase in the volume of work undertaken.'

British-American Tobacco Company Ltd.

'The introduction of a single invoice master based on the European model layout has now been successfully achieved. We have adopted the use of the dyeline system for reproduction and in addition to using overlays which enable us to invoice to all countries, we also produce order acknowledgements, works instructions and consignment notes from a single typing.

'The system suits our trading pattern well as we have to deal with shipments to many destinations. We sell to 90 different markets each year and our total number of transactions is less than 2,000. With the use of a translucent dyeline master in combination with transparent overlays for different market areas, we are able to utilize the dyeline system without having to pre-print the sensitive paper with the relevant invoice clause (which would result in the paper becoming stale at our rate of usage).

'We have found that although a lot of work is involved in setting up such a system, once the break-in period has been completed, dividends come very quickly and often from unexpected directions. We have taken as a basic principle that no piece of information should be typed more than once for any transaction and that if possible frequently occurring information should be used from a pre-typed master.

'As a result of this and the overlay system, much saving in both typing time, and more significantly checking time, has been made and has enabled us to devote more effort into strategic and marketing matters and less on the "nuts and bolts" of exporting whilst at the same time improving the accuracy of our paperwork.'

Reckitt's (Colours) Ltd.

'We have found that the aligned document system enables us to process documents faster and more efficiently thus cutting costs and eliminating errors and omissions. Our own internal documentation has been designed under the same system in order that the various documents can be produced by using a single master document. Under this system, the need for copies of some documents has been eliminated and typing has now been reduced to a minimum.'

Alltransport Ltd.

'Our Company having decided to adopt the system some four years ago, are pleased to confirm it has proved beneficial in every way. After carefully studying the initial scheme, we found it would be possible to extend it to cover all the documentation needed for our internal use, such as preparation instructions, warehouse orders, despatch notes, etc. It can therefore be appreciated that once the master copy has been correctly produced, innumerable other documents external as well as internal can be run off rapidly without any further checking. We can also report that the reaction of our Export Staff after slight initial teething troubles, was most favourable, and reverting to our old system would be unthinkable.'

Tanqueray, Gordon & Co. Ltd.

'We have been using a one-run system of export documentation since February 1967 in our London Shipping Department of the parent company. Since that date, it has also been introduced into the Export Department of some of our operating companies and

is shortly to be introduced into the Northern Shipping Department servicing the parent company. In the London unit, we have aligned some of our internal forms with the JLCD Master Document, so that, for a single consignment, up to eight sets of forms may be produced by spirit duplicator from this master.

'As a result, we estimate that the volume of typing and writing in the production of these documents has now been reduced by about 60 per cent with a corresponding reduction in checking. A considerable amount of time has also been saved by the elimination of dictation by shipping clerks to the audio-typing network for the production of forms which are now included in the one-run, but this has not been quantified.'

Unilever Ltd.

'Our Company have successfully used the master document for spirit duplicating aligned documents since the publication of the original proposals. After its initial introduction, further standardization was then obtained by combining the production of consignment documentation with the Company's internal and invoicing paperwork. This has been progressively introduced from January 1969 by the Organization and Methods Department in collaboration with the Shipping Department and is now operating successfully.

'The major difficulty that was overcome was the need to raise the master document by any one of our five autonomous product divisions at Chippenham and transfer it first to a centralized packing and despatch area at Chippenham and then to our Shipping department in our London office. It was important that information could be added to the master by each stage prior to final shipment and also that a large variety of documents including labels and a standardized inland consignment note for all carriers could be produced.

'The Shipping Manager and his staff were very enthusiastic from its commencement and have achieved much since its introduction including the ability to cope with an increased work load without additional staff. Apart from the obvious administrative advantages, the new export documentation and its subsequent impact on our Company has improved the time taken to despatch and invoice our export orders.'

Westinghouse Brake & Signal Co. Ltd.

It is understood that some of the companies who have adopted the JLCD aligned documentation system and have been in contact with the Department of Trade and Industry, may be willing to put their experience at the disposal of firms who are considering adopting this system and to offer advice about its use.

Export Planning and Development Division of the Department of Trade and Industry, JLCD Secretariat, at 1 Victoria Street, London, S.W.1 (01-222 7877, Ext. 2392/3) will answer inquiries and supply copies of the booklet *Simpler Export Documents.*

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41, Mark Lane, London, EC3R 7HE.

General Notice

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104 Temporary importations and exportations under ATA and ECS Carnets.

112 Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.

118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.

206 Export trade reliefs: temporary importation for process or repair.

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210 Temporary importation of films and similar goods for copying printing etc., to fulfil export orders.

215 Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.

300 Export reliefs scheduling scheme.

429 Customs export procedure. Further relaxation of pre-entry.

466 Export documents and trade statistics.

467 The New Customs Tariff and Overseas Trade Classification.

SN6 Notice to passengers (exchange control and export licensing).

Exchange Control Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury – also obtained from any bank.)

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.

74A EFTA drawback: exception of EFTA goods re-exported to another EFTA country.

77M British-made cars and motorcycles; tax free sales to tourists, etc.

132 Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.

172 Hydrocarbon oils: drawback of duty.

218 The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.

219 The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.

224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.

291 Claims for drawback on goods exported where there has been a variation in the duty rate.

372 Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorization of signatories to drawback claims.

430 Tables of rates of sugar surcharge, distribution payments and corresponding repayments.

430A Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

Coal imports to be unrestricted

SIR JOHN EDEN, Minister for Industry, announced on December 3, during the debate on the second reading of the Coal Industry Bill, that the Government had decided, in view of the current shortage of coal, to relax provisionally the restrictions on imports of coal, coke and solid fuels manufactured from coal.

Accordingly, the Department of Trade and Industry have amended the Open General Import Licence so as to permit from December 5, 1970, the import, without restriction, of coal, coke and solid fuels manufactured from coal (Tariff Heading 27.01, 27.02 and 27.04) from all sources except Southern Rhodesia. The amendment (No. 19) to the Open General Import Licence will be on sale shortly at HMSO.

Sir John Eden explained that this was a temporary measure which would be subject to review not later than March, 1972. If by then there was evidence that home supplies were sufficient, imports of coal would again be restricted.

In his announcement to the House the Minister said:

'Recently a number of factors have combined to increase pressures on the demand for coal. The difficulties experienced with Magnox reactors have required the use of extra coal in conventional stations. Other difficulties with new large generating sets and delays in the construction of new power stations have meant that older coal-fired stations have been kept going for longer than planned.

'This quite exceptional pressure is not likely to continue much longer especially as reports from the electricity industry indicate that the particular problems are being overcome.

'As we have been moving from a two-fuel towards a four-fuel economy, we have also swung within a three-year period from a major surplus of coal and an easy fuel oil position to one of shortage of coal and a tight fuel oil position.

'Two things stand out from this experience. One is that short-term uncertainties are inseparable from this sector of the economy. The other is the over-riding need for flexibility in our sources and use of energy. But longer-term, whatever steps are taken to deal with immediate problems, there is no doubt that coal will continue to be a major supplier of our energy needs.

'The position for this winter and next winter is worrying – worrying, that is, for the coal industry's customers. Stocks of coal are now so low as to give cause for serious concern. Undistributed stocks at about 7½ million tons compare with nearly 20 millions a year ago. Hon Members will be well aware of the difficulty many of their constituents are experiencing in obtaining supplies of solid smokeless fuels.

'Other forms of solid fuel are also in short supply. Foundry coke, for example, is in some cases down to only two or three weeks' supply. Potentially serious difficulties could be experienced at power stations, where stocks are over two million tons down on one year ago – and even at that time some power stations ran short of coal, and an already serious enough position has been made much worse by the recent unofficial strike which is likely to have caused the loss of about three million tons of coal for this winter.

'The prospect for next winter also looks bad. In these circumstances special action must be taken.

'As the House knows the CEGB have applied for consent to convert four coal-fired power stations – West Thurrock, Kirkstall, Padiham and Portsmouth. The NCB accept the need for these conversions. I have explained the situation to the National Union of Mineworkers and have carefully considered their views. I have, however, come to the conclusion, against the background of the prospective coal shortage, that the only sensible course is for the CEGB to be authorized to go ahead with the conversion of West Thurrock, Kirkstall and Portsmouth which can contribute a saving of over one million tons of coal in the crucial winter of 1971/72. In the case of West Thurrock, the conversion will be to natural gas, but will be on a basis which will permit reversion to coal firing should circumstances require it.

'But these measures will not in themselves be sufficient. In the view of the Government, it would be indefensible to deny consumers the opportunity to supplement and safeguard their supplies from other quarters. Accordingly, with effect from December 5, imports of coal, coke and manufactured fuels will be allowed. Consumers and merchants will then be free, under open general licence, to secure any supplies that may be available overseas. This will also help to protect the longer-term home market for solid fuel. I should make it clear now that the Government intend to review this decision not later than March, 1972, in the light of supply/demand position then obtaining.'

The Atomic Energy Bill

A BILL which provides for the establishment of the United Kingdom Atomic Energy Authority's nuclear fuel production business and radio-isotope business as separate companies was introduced into Parliament on December 3. To be known as British Nuclear Fuels Ltd., and The Radiochemical Centre Ltd., respectively, they will be set up under the Companies Acts. The Atomic Energy Authority Bill carries further the 1965 decision to set up a Trading Fund for the UKAEA's commercial activities.

Under the Bill, five UKAEA establishments will be transferred to British Nuclear Fuels Ltd., which will have its headquarters at Risley, Lancs. Rapid growth is expected of the nuclear fuel business, with a home market now worth over £40 million a year expanding to over £100 million by 1980, and a world market expanding to £1,000 million during the same period.

The Radiochemical Centre Ltd., will take over the Radiochemical Centre at Amersham, Bucks., which is engaged in producing and marketing radioisotopes, together with certain equipment and staff of the Radiochemical Centre at UKAEA, Harwell. The Amersham Centre, which has for many years supplied radioisotopes for medical and industrial use all over the world, has sales worth nearly £4 million a year, more than half of which are to overseas buyers.

New wall map for exporters

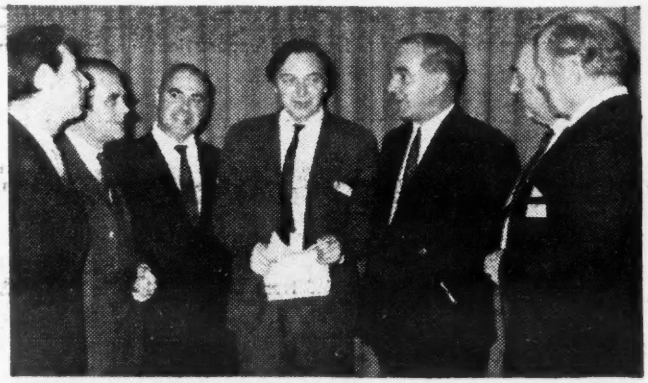
A NEW WALL MAP for exporters, published on December 1 by the Department of Trade and Industry, shows the average annual value of British exports to every country in the world and the location of more than 200 cities and towns throughout the world where British Diplomatic Service commercial representatives are ready to help exporters. An inset map of the United Kingdom lists the regional offices of the Department of Trade and Industry. The wall map also describes the many forms of Government help and advice available to exporters and outlines some of the export services provided by other organizations.

Printed in nine colours, the wall map is intended for display in the offices of firms' export staff, trade associations, Chambers of Commerce, colleges and business schools.

Copies of the wall map are available free from Information Division, Planning and Production Branch, Room 555, Department of Trade and Industry, 1 Victoria Street, London, S.W.1, or from the Department's regional offices.

Note

Since the wall map went to press the Board of Trade and Ministry of Technology (except aviation supply functions) have been combined to form the Department of Trade and Industry. In addition, the *Board of Trade Journal*, to which reference is made on the wall map, has now changed its name to *Trade and Industry*.



Mr. Michael Noble, Minister for Trade, Department of Trade and Industry, attended the BNEC Export Clubs conference in London on December 2. BNEC speakers outlined export profit opportunities in 1971 including British trade promotions in California, Kuwait, Switzerland and Germany. Pictured (left to right) are Mr. N. Brabsgrove, Chicester and District Export Club; Mr. P. Keyser, Kingston upon Thames Export Club; Mr. R. E. Hodrien, Solent Export Club; Mr. J. C. Hollinghurst, Surrey and Hants Export Club; Mr. Michael Noble; Mr. J. Sieger, Wessex Export Club and Mr. P. V. Powditch, Crawley and District Export Club.

'Government reviewing framework of overseas investment policy'

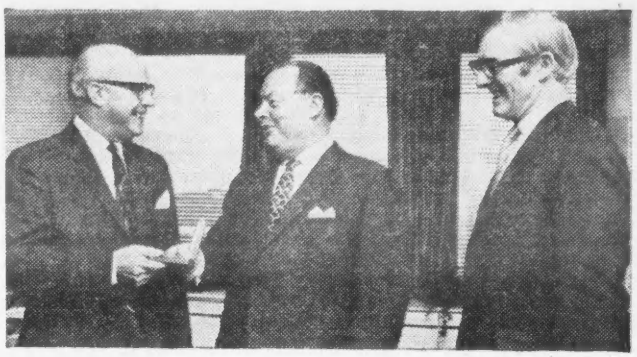
—Mr. Michael Noble

THE GOVERNMENT is to examine the structure of overseas investment policy, Mr. Michael Noble, Minister for Trade, told the Middle East and North Africa Section of the London Chamber of Commerce. Mr. Noble said that since 1945, Government policy had been influenced by the balance of payments situation. At present, the overall aim of Government policy was to eliminate the cost of the investment to the reserves within a short period of years. This was achieved by regulating the methods of financing overseas investment by the Exchange Control rules. Despite this there has been a sharp rise in overseas direct investment from £280 million in 1967 to £500 million in 1969.

'This Government places a high value on overseas investment', continued Mr. Noble, 'not only for the benefits gained by the network of trading, technological and management relationships fostered by international investments. We are, therefore, currently reviewing the framework of our overseas investment policy, including the Exchange Control rules now in operation, to discover, within the limits imposed on us by the continuing problem of our international indebtedness what might be done to facilitate investment overseas.'

Referring to investment in the developing world, Mr. Noble said that however attractive a particular project might be from the narrow economic standpoint, investors might be dissuaded from risking their capital by the general uncertainties of the investment climate. The political uncertainties, and the growing economic nationalism of developing countries had led some British investors to turn towards the safer markets of the developed world.

Mr. Noble continued: 'While the main responsibility for reversing this process lies with the developing countries themselves, it has for some time been suggested that the Government have not done enough to offer British investors overseas the same protection against political risks that other advanced countries offer their own investors. The Government have now begun a study of the possibilities of providing British investors with some form of protection against political risks.'



Initial orders worth £200,000 have been won as a result of the Scottish Export Committee trade mission to Finland (October 24-31). Because of the interest shown by Scottish manufacturers, a second Scottish Export Committee mission to Finland is planned for February 1971. In addition to the orders secured, new outlets were established, technical problems resolved, agents appointed, promotions planned for 1971, franchise arrangements discussed and market opportunities uncovered. In discussion with businessmen and officials, it was emphasized that the Scottish exporter could only sell effectively through regular visits to the market. Picture shows the mission leader, Mr. A. S. Kyle (left), managing director of Robertson, Ireland and Co., Ltd. Dundee, being presented with a commemorative medallion by Mr. T. Aura, the Mayor of Helsinki (centre). The mission manager, Mr. A. J. Brooke (right), is an executive in the Marketing Services Division of the Scottish Council (Development and Industry).

Prime Minister on importance of 'effective regional development policy'

THE IMPORTANCE of an effective regional development policy was stressed by Mr. Edward Heath, the Prime Minister, at the 150th anniversary dinner of the Manchester Chamber of Commerce, on November 27. 'We accept this as a proper and indeed essential responsibility of Government,' he said.

Mr. Heath continued: 'But we do not consider that regional policies over the last six years have given value for money. As businessmen you know that the test of success is not how much money is spent, but what results are achieved. Large sums of money have been lavished on indiscriminate incentives. As a first step towards getting better value for money from our general industrial policies we are replacing cash grants for manufacturing industry by tax allowances for both manufacturing and service industries alike. We believe that it is right to restore the link between these investment incentives and profitability. At the same time we are putting an end to the unjustified discrimination against the service industries. In the development areas free depreciation will also be available to firms on their investment in plant and machinery.

'In both the development and the intermediate areas the 40 per cent initial allowance on new industrial building and structures will continue indefinitely. We consider that the regional employment premium is a wasteful and indiscriminate form of support and we, therefore, proposed to bring it to an end in 1974. This is the earliest date consistent with the undertaking given by the previous administration on which some industrialists may have based their long-term plans. This period should give ample time for firms to adjust to the change.

Instead, we are increasing the assistance under the Local Employment Acts for those industrial projects providing more employment in development areas.

'At the same time we propose to make more extensive use of the powers which exist under these acts to give assistance towards the cost of improving basic services and of clearing dereliction in the development areas.

'We shall also increase assistance for training in the development areas. It is paradoxical that in some places unemployment is high, but firms are unable to get the skilled labour they need. Both training of the unskilled and retraining of those whose skills are no longer in demand are needed to bring the supply and the demand for particular skills into a sensible balance.

'Meanwhile the Secretary of State for Employment is carrying out the general review of the working of the Industrial Training Boards which was announced in the Queen's Speech. The review, which is well under way, consists of an examination in detail of all the activies of the Boards including levy and grant policies and the impact of their operations on the smaller firm.

'As a Government we believe in freedom for the individual, for the firm, for the local community – not licence but responsible freedom – the freedom. It is this freedom which involves trying to make the best of one's abilities and resources for the good of the community as a whole, which involves facing up to one's own problems and trying to solve them oneself without automatically assuming that the state will step in to sort things out.

'But the shouldering of responsibilities by the individual, by the firm and by the local community is not something confined to the economic field. It concerns also the quality of life. It is an easy assumption that this is something which can be left to governments. It is not perhaps unreasonable for businessmen to feel that they have enough to worry about in trying to make the right industrial and commercial decisions. But all the things that make life really worth living cannot be left simply to governments. The quality of life in a community depends just as much on local enterprise and local initiative.'

Electronics firm develops new project in County Down

OSBORNE ELECTRONICS have announced plans to employ almost 200 people in an electronic components project launched at Newry, County Down earlier this year with a successful pilot scheme. A Northern Ireland company has now been formed and the firm will transfer production in the latter part of next year from its present temporary accommodation to an 18,000 sq. ft. Government factory being built on a nearby industrial estate.

Production at Newry will be concentrated on resistors for the telecommunications industry, but there will also be capacity for the manufacture of resistors with a wider range of application.

Imports of sugar

RESTRICTIONS ON imports of sugar from countries outside the International Sugar Agreement will be applied from January 1, 1971. From that date imports of sugar from member countries will, states the Department of Trade and Industry, still be subject to open individual licences; whereas imports from non-members will require specific licences allocated from within the United Kingdom quota.

Anyone wishing to import sugar from non-member countries in 1971 should apply immediately for a copy of NTI No. 1308 to the Import Licensing Branch, Department of Trade and Industry, 54 Broadway, London SW1. This Notice contains information enabling importers to apply for a share of the United Kingdom quota.

Applications must be received by December 21, 1970. In advance of the allocation of the United Kingdom quota, no assurance can be given about the quantity of non-member sugar which will be licensed for any individual importer.

The International Sugar Agreement came into operation on January 1, 1969. It was designed to bring stability to the international sugar market by regulating exports of sugar from member countries. Exports are limited to quotas for each exporting country; these quotas are subject to adjustment, up or down, when world prices fluctuate outside certain limits.

In order to prevent these provisions from being frustrated by exports from non-member countries, imports from non-members are restricted by reference to a base period unless the prevailing price exceeds 5.25 cents per lb; and are banned altogether when the price is below 3.25 cents. The current price is between these limits. (The prevailing price is derived from prices on the New York and London sugar markets).

Restrictions on imports into the United Kingdom from non-members have not been applied hitherto pending agreement, which has recently been reached, on procedures (provided for in Article 28(4) of the Agreement) affecting the re-export trade in sugar.

List of member countries of the International Sugar Agreement.

EXPORTERS

Argentina	Malagasy Republic
Australia	Mauritius
Bolivia	Mexico
Brazil	Peru
British Honduras	Philippines
Columbia	Poland
The People's Republic of Brazzaville	South Africa
	Swaziland
Cuba	Taiwan
Czechoslovakia	Thailand
Denmark	Uganda
Dominican Republic	West Indies:
Fiji	Antigua
Guatemala	Barbados
Honduras	Guyana
Hungary	Jamaica
India	St. Kitts – Nevis – Anguilla
Indonesia	Trinidad and Tobago

IMPORTERS

The Federal Republic of Cameroon	Malawi
	New Zealand
Canada	Nigeria
Finland	Portugal
Ghana	Sweden
Irish Republic	Syria
Japan	USSR
Kenya	United Kingdom

Smoking materials the main cause of fatal fires

CARELESS DISPOSAL of cigarettes, matches and other smoking materials is the most frequent cause of fatal fires in the United Kingdom according to statistics† compiled by the Fire Research Station, Boreham Wood, published on December 3. Faulty oil and electric space heating installations and fires in grates are the second most frequent cause of such fatalities. The most dangerous periods of the day for fatal fires are from midnight to 3 a.m. and from 6 a.m. to mid-day.

† Fire Research Technical Paper No. 26 'Deaths in Fires Attended by Fire Brigades in 1969' prepared by th Department of Trade and Industry and Fire Offices Committee Joint Fire Research Organization, is published by HMSO, price 5s. 0d. (25p.).

Temporary exemption of purchase tax on drugs and medicines

THE COMMISSIONERS of Customs and Excise have made a Direction under Section 17(3) of the Purchase Tax Act, 1963, entitled the Purchase Tax (No. 6) Direction 1970 which temporarily exempts further essential drugs and medicines from tax.

The effect of the Direction, which became operative from December 4, is to make the following additions and extensions to the Schedule to the Purchase Tax (No. 1) Order 1970.

The additions

To Head II of the Schedule

Arachis oil extract of crude coal tar when mixed with liquid paraffin, tar, cade oil and coal tar, prepared for medicinal use;
Deglycyrrhizinised block liquorice (containing not more than 3 per cent glycyrrhizinic acid) when mixed with bismuth subnitrate, aluminium hydroxide gel, light magnesium carbonate, sodium bicarbonate and powdered frangula bark;
1-Methylaminomethyl-dibenzo [b.e]bycyclo[2.2.2]octadiene hydrochloride;
Mitobronitol;
Pimozide;
Polyhexanide mixed with cetrimide prepared for veterinary use;
Temazepam;

To Head III of the Schedule

Aluminium sulphate mixed with an organo-phosphorous compound, prepared for veterinary use;
Zinc sulphate mixed with an organic-phosphorous compound, prepared for veterinary use;

The extensions

In Head II the entry relating to 'Amiloride hydrochloride' is extended to read:

'Amiloride hydrochloride whether or not mixed with hydrochlorothiazide;'

In Head III the entry relating to 'Haloxon, and mixtures thereof . . .' is extended to read:

'Haloxon, and mixtures thereof with the inorganic compounds of both cobalt and copper;'

In Head III the entry relating to 'Phenothiazine and mixtures thereof . . .' is extended to read:

'Phenothiazine, and mixtures thereof with one or more of the following substances, that is to say, hexachloraphane, lead arsenate, organophosphorous compounds, 2-phenylbenzimidazole, and the inorganic compounds of cobalt, of copper, of iron and of manganese;'

The Treasury will, in due course, be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

Prevention of Fraud (Investments) Act 1958

AUTHORIZED UNIT TRUST SCHEMES

THE FOLLOWING amendments have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1970 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Hill Samuel Unit Trust Managers Limited, 100 Wood Street, London, E.C.2	Hill Samuel Financial Trust	Midland Bank Executor and Trustee Company Limited, 27-32 Poultry, London, E.C.2
Portfolio Fund Managers Limited, 31, Gresham Street, London, E.C.2	Portfolio Growth with Income Fund	The Governor and Company of the Bank of Scotland, P.O. Box No. 5, Edinburgh 1.
Archway Unit Trust Managers 24 St. May Axe, London, E.C.3 Limited	Archway Capital Fund	The Law Debenture Corporation Limited, 77 London Wall, London, E.C.2
Archway Unit Trust Managers Limited, 24 St. May Axe, London, E.C.3	Archway Income Fund	The Law Debenture Corporation Limited, 77 London Wall, London, E.C.2

Changes

The Managers of the M & G Trustee Fund have been changed from Trustee Fund Managers Limited to M & G Securities Limited.

The Trustee of Jessel Capital Growth Unit Trust has been changed from The Royal Bank of Scotland Limited to Midland Bank Executor and Trustee Company Limited.

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CARGO SYSTEM

Aviation and Shipping

Further night jet restrictions and new soundproofing scheme announced for Gatwick Airport

FURTHER RESTRICTIONS were announced on December 2, on summer night jet movements at Gatwick Airport London covering the years 1971 and 1972, and for the first time a grant-aided sound insulation scheme for private dwellings near the airport will be introduced next year.

Mr. Michael Noble, Minister for Trade, has decided that night jet movements at Gatwick during the summer period of 1971 should be held to no more than in the season just ended, and that in 1972 they should be effectively reduced by spreading the same number over a longer night period.

In a written Parliamentary Answer in the House of Commons, Mr. Noble said he was imposing a limit of 4,950 flights between April 1 and October 31, 1971 between the hours of midnight and 6 a.m., and the same number in 1972 over the longer 'night' of 11.30 p.m. to 6 a.m.

At the same time the Government intend to introduce a grant-aided sound insulation scheme for private dwellings at Gatwick Airport which will be paid for and operated by the British Airports Authority on the lines of that in operation at Heathrow Airport. Under that scheme householders living within the 55 NNI contour may receive grants of up to 60 per cent of approved sound insulation schemes up to a maximum of £150. Details of the Gatwick scheme will be announced when the necessary Order has been made.

Mr. Noble and Mr. Frederick Corfield, who was until recently Minister of State at the Board of Trade, have held a series of consultations on the summer night jet restrictions with all the parties affected, including the Airport Consultative Committee, the airlines at Gatwick, the tour operators and the British Airports Authority. The Consultative Committee have put the arguments for a further reduction of night jet flights, and the airlines and the tour operators have stressed the heavy cost burden of limiting night movements, and its possible effect on future holiday package tour prices.

Mr. Noble has already announced his decision to continue unchanged for the summer of 1971 the restriction of night jet movements at Heathrow Airport. The number has been held at 3,500 for six years against a background of expanding traffic.

Discussion on Harland and Wolff

A DEPUTATION from the Confederation of Shipbuilding and Engineering Unions met Mr. Nicholas Ridley, Parliamentary Under Secretary of State, Department of Trade and Industry, on December 3 to discuss the future of Harland and Wolff Ltd., Belfast. The deputation was led by Mr. Dan McGarvey, president of the Boilermakers Union, accompanied by Mr. Jack Service, the general secretary, CSEU, and local officials and union shop stewards from Belfast.

Mr. Ridley explained past Government financial support to secure the future prosperity of the Belfast yard and the importance of its being able to stand on its own feet in the future. In order to achieve this, capital, management, and co-operation from the Trade Unions were necessary. The Government wanted to see a profitable shipbuilding industry and associated employment in Belfast. If this should involve foreign ownership, there was no objection in principle, provided this would achieve the aims. In all of this there would be close consultation with the Northern Ireland Government.

The Unions said they were anxious about suggestions that some of the facilities of the yard, particularly in Belfast, would be closed down under foreign ownership. The Unions naturally wanted to secure the future employment of their members on acceptable terms and wished to meet prospective owners, and the present management, before a final decision was taken.

In further discussions Mr. Ridley replied that he knew of no suggestion of shedding Belfast activities. He agreed to make arrangements for the Unions to meet any prospective owners as desired by the Trade Unions.

Fishery support ship for Iceland

THE MINISTRY of Defence Navy have agreed that HMS 'Malcolm', which will be on fishery protection duties off Iceland from December 2 to 18, will also provide a weather support service for the fishing fleet north-west of Iceland. She will broadcast regular weather forecasts plus gale and icing warnings and will conduct a twice daily radio check on the positions of trawlers in the area. She will also carry a naval doctor who will be available for advice and treatment for the trawlermen.

The Department of Trade and Industry is finalizing arrangements for the period from December 19 until 'Miranda' comes on station, which is expected to be about the turn of the year.

Notes:

The Swedish-built 'Miranda' was purchased in April to replace the Hull trawler 'Orsino' as the support ship. She has been specially strengthened against ice, but needed structural alterations to fit her for her new role. The main cause of the delay in the refit is difficulties in obtaining supplies of materials.

The Holland Martin Committee on Trawler Safety, set up after the loss of three Hull trawlers, recommended that a fishery support ship should be stationed off Iceland during the winter months.

HMS 'Malcolm', which is commanded by Lt. Cdr. Barry Clark, RN, is a Blackwood class anti-submarine frigate with a complement of approximately 140 officers and ratings.

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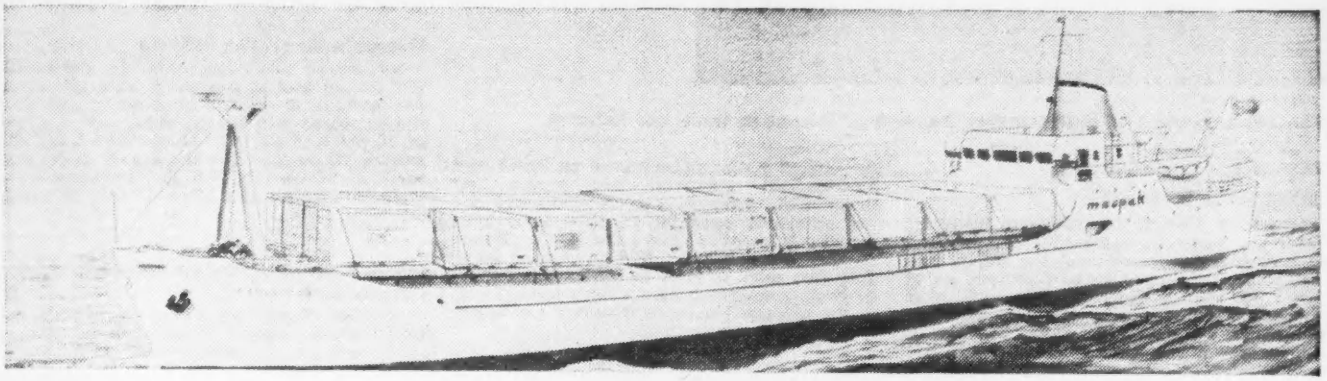
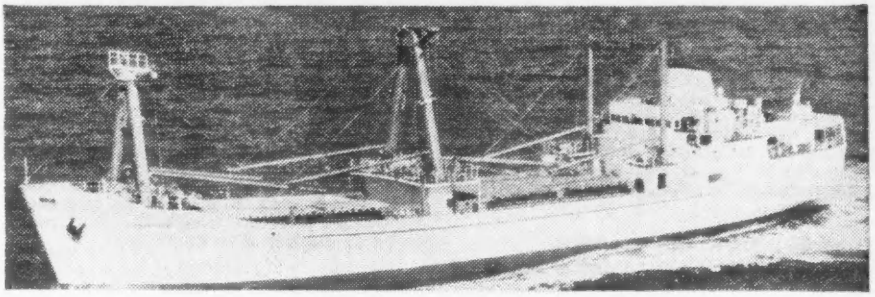




Mac Andrews & Co. Ltd. is expanding its containerized service to Spain with the introduction, on January 1, 1971, of a regular weekly sailing from Liverpool to Barcelona and Valencia. Two of Mac Andrews' newest and fastest ships, 'Cervantes' and 'Churruca' have been converted to carry 100 x 20ft. units each. Under deck space accommodates 65 units. This space is fully-insulated with cooled-air controlled ventilation. The 'Churruca' left on its maiden voyage from Liverpool on December 1; the sister ship, 'Cervantes' will follow at the end of December. The 'Cervantes' is pictured (right) before and (above) after conversion.

Minister states Government position on Mersey Docks and Harbour Board

MR. JOHN PEYTON, Minister for Transport Industries, on November 27 wrote to Alderman Sir Joseph Cleary, acting chairman of the Mersey Docks and Harbour Board, as follows:

'I am now able to let you have a statement of the position of the Government, following further consideration of the question of possible bridging finance for the Mersey Docks and Harbour Board.

'Provided that the immediate viability of the port is assured and that necessary remedial measures are taken, the Government are prepared to continue to provide loans for the Seaforth scheme as at present planned, and for other approved capital works. They are also prepared to accept the write-down of the capital which they have already provided if, as is expected, the Board propose such a write-down for all the existing capital. However, on grounds which have been fully explained to you, the Government consider it inappropriate, and contrary to the general policy which they have adopted, to make any Government contribution towards the bridging finance which is required to cover the period until the Board's Bill becomes law.

'I have written similarly to the users and very much hope that, particularly in view of their special interests in the port, they will make a combined effort to enable this finance to be found.'

IN A STATEMENT in the House of Commons on November 30 about the Mersey Docks and Harbour Board, Mr. Peyton said:

'As the House is aware, the Mersey Docks and Harbour Board is in serious financial difficulties. The Board first came to see me at the end of July and at my suggestion appointed consultants to examine their financial position.

'The Board informed me earlier this month that they had decided on far-reaching steps to restore their revenue position, but were faced with cash deficiencies totalling some £20 million over the next three years mainly to meet bond redemptions falling due in that period. They envisaged two alternative ways of dealing with this. First, Government bridging loans or guarantees to cover the expected deficiencies. Failing these, they recognized that some form of moratorium on the repayment of bonds and interest would be necessary, together with a revision of their capital structure. It later became clear that, even if this was done, they would still require some means of dealing with smaller but still substantial cash deficiencies over the months until a Bill promoted by them could become law.

'Some of the majors users of the port, with whom I have held discussions, have confirmed at a meeting this morning that they could not help with bridging finance.

'The Board announced on Friday that they were, as a preliminary measure, depositing a Bill to provide for the reconstruction of the Board's capital debt and interim changes in the composition of the Board. They added that ways were being explored of obtaining sufficient finance to meet the Board's commitments, including maturing bonds, until the time that the Bill could be passed into law. On the same day I communicated to the Board the Government's decision, that it would be inappropriate and contrary to their general policy to make any contribution towards the bridging finance.

'The Board have agreed to co-opt immediately Mr. John Cuckney and Sir Matthew Stevenson, and to elect them as chairman and deputy chairman respectively. They replace Mr. Joseph Taylor, who has had to retire on health grounds, and Sir Joseph Cleary, who told me that he was ready to take any step, including giving up the post of deputy chairman, to help the recovery of the port to which he has given such devoted service. I would like to offer my sympathy to Mr. Taylor, and to thank him and Sir Joseph Cleary for the part they have played during what has been for them a very painful period.

'The Board have agreed to delegate their main functions to a small Executive Committee led by Mr. Cuckney and Sir Matthew Stevenson. The Committee will also include Mr. Emerson of ICI, and Mr. Wall of the Transport and General Workers' Union, both of whom are at present members of the Board; they will be joined by Mr. R. L. E. Lawrence (general manager of the London Midland Region of British Railways) and perhaps one or two others.

'The Government have already agreed that their loans made before the deposit of the Bill shall be written down in the same way as the private capital. We are also prepared to enter into new commitments to provide loans for the completion of the Seaforth scheme as at present planned and for other approved capital works.

'This still leaves the problem of dealing with the cash deficiences which the Board foresee in the first half of 1971. The Government have decided to apply for the appointment of a receiver of the rates. This is intended to protect the financial interests of the Government and the other secured creditors. It is important to understand that such an appointment would not and could not be for the purpose of winding-up the undertaking; on the contrary, the object would be to secure the payment, out of the rates, of the expenses necessary for the continued operation of the port.'

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

MONDAY, NOVEMBER 30

United States Trade Bill

Mr. John Davies, Secretary of State for Trade and Industry, was asked what estimate he had made of the effect of the Bill at present before the United States Congress, giving power to impose quotas, tariffs and other restrictions upon imports into the American markets of the United Kingdom. Mr. Davies replied that if the United States Trade Bill were enacted in its present form, and if the restrictions on imports of textiles and footwear for which it provided were applied to the United Kingdom, United States imports from the United Kingdom in 1971 would be restricted to £23 million for non-cotton textiles and £7 million for footwear. This compared with imports in 1970 at an estimated annual rate of £28 million for non-cotton textiles and £8 million for footwear. The Bill also provided for the United States Government to impose new restrictions on other imports, but it was impossible to say at this stage which other products would be affected or how seriously.

Financial assistance to companies

Answering a question on the disclosure of information about financial assistance to individual companies, Sir John Eden, Minister for Industry, said that commercial confidentiality generally weighed against disclosure of details of financial assistance, though in certain cases, where the public interest required, some information was given.

Imports of Irish dairy products

A Member asked what was the volume and value of milk products imported into the United Kingdom from the Republic of Ireland in the years 1968, 1969 and 1970 to the latest convenient date. Mr. Michael Noble, Minister for Trade, replied: '63,000 tons; 61,000 tons; and, in January to September 1970, 58,000 tons. The corresponding values were £17 million, £16 million, and £15 million.'

Trade with South Africa

Asked to make a statement on Anglo-South African trade, Mr. Davies said: 'Our trade with South Africa is valuable to both partners and we intend to encourage it. My hon. Friend the Parliamentary Under-Secretary of State for Trade is in South Africa for that purpose at this very moment. In the first 10 months of this year our exports to South Africa were £269 million. Imports were £221 million.'

Trade with Africa north of Zambesi

'Our trade with Africa north of the Zambesi is important and increasing,' said Mr. Noble, when asked what measures were being taken to promote trade in this area. 'All the services of the Government and those of the British National Export Council are available to our exporters.'

UNCTAD agreement on generalized preferences

Questions were asked about the recent agreement reached under the auspices of the United Nations Conference on Trade and Development on a generalized system of preferences for the manufactured exports of developing countries. Mr. Noble answered that the Trade and Development Board of the United Nations Conference on Trade and Development approved last month the preferential arrangements worked out by the developed countries in accordance with the recommendation of the Second Conference in 1968. He continued: 'We propose to grant duty free entry to most industrial goods from developing countries; details have been placed in the Library. I hope to introduce the necessary legislation next year.'

Duties of accountants

Mr. Davies was asked to review, with a view to amendments, the law relating to the duties of accountants and to take steps to encourage the standardization of accounting practice. He answered that the Institute of Chartered Accountants in England and Wales, in association with the Scottish and Irish Institutes, were working to improve and standardize accounting practices in accordance with the Statement of Intent on Accounting Standards in the 1970's issued by the Council of the English Institute in December 1969. It was not yet possible to say whether this work would show that amendments to the law were desirable.

British Steel Corporation

Answering a question on the expansion of the steel industry at Port Talbot; and whether the capital investment necessary would be approved, Sir John Eden said: 'We have approved the British Steel Corporation's development programme for 1971-72, which includes certain expenditure at Port Talbot. Details of the programme are a matter for the Corporation.'

Answering a further question, Mr. John Davies said he would not give a general direction to the British Steel Corporation to expand its field of activities. The approved level of British Steel Corporation expenditure on fixed assets was £130 million in 1970-71 and £185 million in 1971-72.

Asked what capital investment he had approved for the Special Steels Division of the British Steel Corporation for each of the financial years 1970-71 to 1974-75 inclusive, Mr. Davies said his approval related to the general programme of the British Steel Corporation as a whole.

Tourism in the North-East

Mr. Noble was asked what proposals he had for assistance to tourism in the North-East. 'The North-East of England in common with other parts of the country will benefit from Government assistance to tourism under the provisions of the Development of Tourism Act 1969,' he replied.

Prosecutions under the Companies Acts

A Member who asked how many prosecutions had taken place since 1968 for failure to file returns as required by the Companies Acts and with what results; and what was the ratio between the number of prosecutions and the number of infringements, was told by Sir John Eden that since January 1, 1968, there had been 366 prosecutions and 288 convictions. In pursuance of the policy of seeking to secure compliance before proceeding to prosecution, each year some 150,000 companies were asked to file annual returns which were overdue The great majority either complied with the request or were struck off the register because they were not carrying on business.

Output in the mining industry

Mr. Noble was asked what was the actual rate at the nearest convenient date of output per manshift in the mining industry; and how this compared with the figures forecast of a rise of 10 per cent per year from 1966-67. He answered: '43.6cwt. a manshift overall in the first seven months of 1970/71. The average annual increase between 1966/67 and 1969/70 was 6 per cent.'

British firms controlled by United States Corporations

Mr. Davies was asked what percentage of manufacturing output by value in Great Britain was at present controlled by United States of America corporations; and what was his estimate for 1980 'At present about 12 to 13 per cent; I have made no estimate for 1980,' he answered.

Rolls-Royce Ltd.

The following statement was made by Mr. Davies in reply to a question on the part played by the Bank of England in helping to raise the £18 million private capital provided for Rolls-Royce: 'As I informed the House of November 23, no public funds are included in the £18 million to be made available to Rolls-Royce from sources other than the Exchequer. Since, in the absence of any more detailed explanation, there is some risk of misunderstanding, I have obtained the permission of the Bank of England and Rolls-Royce to tell the House that the £18 million included a facility under which banking advances will be available to the company from the Bank of England as well as additional facilities from the company's private bankers.'

Answering another question, Mr. Davies said that the rate of interest on Industrial Reorganization Corporation loans to Rolls-Royce Ltd. was about 7½ per cent over the period of the loan.

Motor-car industry

Sir John Eden was asked how the favourable overseas balance of the car industry compared with that of the film industry. He replied that exports of the products of the motor vehicle industry exceeded imports by about £700 million in 1969; for film production and exhibition overseas receipts exceeded expenditure by £14 million.

Asked about steps to stimulate the motor-car industry, Sir John said: 'As my right hon. Friend, the Chief Secretary, told my hon. Friend the Member for South Worcestershire on November 3, home registrations have shown significant improvement over last year and the Government's measures announced on October 27 should help to restore confidence throughout industry. The Government have no wish to keep restrictions on the motor industry for a moment longer than is necessary.'

Furniture Industry Research Association

'No, sir,' replied Sir John Eden, when asked whether the subsidy by the former Ministry of Technology, amounting to 55 per cent off subsidy earning income, to the Furniture Industry Research Association was a regular annual commitment. 'The terms of grants of this kind made by the Department are subject to regular reviews.' Sir John went on to say that the current grant to the Furniture Industry Research Association would come to an end on December 31, 1970 and proposals for the future were under study.

Textile imports

Several questions were asked on textile imports. Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, was

asked by how much the import of worsted fabrics has increased in 1970 compared with 1960 and 1969 from the Irish Republic, Israel, Italy, Finland, Switzerland, West Germany and Japan and gave the following information:

Thousand square yards

	1960	Increase between 1960 and January/September 1970 at annual rate	1969	Increase between 1969 and January/September 1970 at annual rate
Irish Republic	302	+ 802	987	+ 117
Israel	—	+ 319	426	+ 107
Italy	88	+ 260	129	+ 219
Finland	—	+ 57	35	+ 22
Switzerland	35	+ 5	30	+ 10
Western Germany	40	+ 8	53	− 59
Japan	—	+ 40	22	+ 18

In answer to a similar question on the import of man made fibre predominant fabrics containing wool, Mr. Ridley gave the following information:

Thousand square yards

	1960	Increase between 1960 and January/September 1970 at annual rate	1969	Increase between 1969 and January/September 1970 at annual rate
Italy	2,060	+ 1,015	2,280	+ 795
Switzerland	4	+ 511	331	+ 184
Portugal	—	+ 425	383	+ 42
Irish Republic	145	+ 276	350	+ 71
Belgium	14	+ 349	301	+ 62

Mr. Ridley was also asked to state the total imports into the United Kingdom of worsted fabrics, woollen fabrics, man-made fibre predominant fabrics containing wool; wool, wool predominant and man-made fibre predominant fabrics containing wool from January, 1970, to the latest available date, and the total in each year from 1960 onwards. He replied that information up to 1968 was published in the Annual Statement of Trade of the United Kingdom. For 1969 imports of worsted fabrics were 2,420,000 square yards and for January to October, 1970, 2,066,000 square yards; the figures for woollen fabrics for 1969 were published in Table One of the Overseas Trade Accounts for December 1969, and for January to October, 1970 in Table IV of the Overseas Trade statistics for October, 1970. For 1969 imports of man-made fibre predominant fabrics containing wool were 4,953,000 square yards and for January to October, 5,238,000 square yards. For the last part of the question, imports for 1969 were 20,664,000 square yards and for January to October, 1970, 18,659,000 square yards. Asked how many suits made from worsted fabrics were imported into Great Britain from January, 1970, to the latest possible date; and how this compared with previous years Mr. Ridley said that figures for worsted suits were not distinguished from woollen in the trade statistics.

Woollen and worsted textile industries

In an answer to several questions on unemployment in the textile industry, Sir John Eden said: 'The future of the woollen and worsted textile industries, including the level of employment and investment, is essentially in the hands of the industries themselves. It was the subject of a comprehensive study by the Wool Textile EDC published in June, 1969. The industries are broadly following the guidelines then laid down and I see no reason to change them.'

Census of Production

Sir John Eden was asked what estimate he had made of the accuracy of replies obtained in the returns of Census of Production forms completed by various industries; and to what use was the information so gained applied and if he was aware that the complexity of the Census of Production form and the Quarterly Inquiry were such as to lead to superficial assessments; and if he would inquire into and supply details of the amount of administrative time occupied in completing and checking information given. He answered: 'I understand that industry was fully consulted during the preparation of these forms for the 1968 Census. As far as possible the information required is normally available in business records. The results are widely used by industry and Government, and checks indicate that they are generally reliable. I am not able to calculate the time spent in completing the forms, or in checking them.'

Unilateral tariff-cutting

Mr. Noble was asked what study he had given to the scope for unilateral tariff-cutting by the United Kingdom Government. He replied: 'Our interests are best served by multilateral tariff reductions, and subject to the House's approval we shall be reducing tariffs over the coming months as a result of the Kennedy Round agreements and our decision to grant preferences to developing countries. I do not think general unilateral cuts by the United Kingdom would be appropriate now.'

Research and development organizations

Mr. Davies was asked what plans he had to vary Government grants to research and development organisations. 'If the hon. Member is specifically referring to the Research Associations, I am reviewing the policy concerning the grants to Associations for which my Department retains Vote Responsibility,' he answered. 'In the meantime my Department is following previous policy of reducing grants progressively so that industry bears an increasing proportion of the costs of the Associations.'

Design and techno-centre for Wales

Asked to make a statement on proposals for a design and techno-centre for Wales, Sir John Eden said no firm proposals had been received, but it was understood that the matter was now under consideration by the Cardiff City Council.

Consumer Council

A Member asked Mr. Davies from what organizations he had received representations with regard to the decision to end the grant to the Consumer Council; and what replies he had sent. He replied that representations had been received from a small number of consumer organisations and one other body; the replies explained the reasons for the Government's decision.

Hire purchase laws

In answer to a suggestion that he should introduce legislation to amend the hire purchase laws, Sir John Eden said that this would not be appropriate in advance of a detailed study of the Report of the Committee on Consumer Credit which was expected to be ready very shortly.

Industrial Reorganization Corporation

A question was asked on the number of people estimated to be leaving government service as a result of the winding up of the Industrial Reorganization Corporation. 'There could be minor staff savings in due course,' answered Mr. Davies.

Fuel stocks

Several questions were asked about fuel supply prospects. Sir John Eden said: 'The margins for solid fuel which were already extremely narrow, have been further reduced by the recent unofficial strikes. Direct losses are about 2½ million tons, but the total will be higher. Severe weather or further interruption in supply could therefore lead to real difficulties. Supplies of fuel oil, though tight, should be adequate.' In reply to a further question Sir John said: 'The steel industry is apprehensive about supplies, particularly long-term, of coking coal. The margins of foundry coke are very narrow. The difficulties already being experienced on solid smokeless fuels have been made worse. Gas supplies are secure.' Mr. Davies was asked to make a statement about the latest position in connection with supply of solid smokeless fuels during the current winter. He said: 'Since I announced measures to relieve expected shortages this winter, an already difficult supply position has been made worse because of production lost through unofficial strikes. Local shortages are unavoidable, but I am sure that producers and distributors, with whom I am in close touch, will do all they can to minize their effects.'

(*See also page* 420)

Electricity supply

A Member asked what advice has been given by the Department of Trade and Industry to the Electricity Council in connection with the current salary claim by industrial staff in the electricity supply industry. Mr. Davies replied: 'As the House knows, the Government takes a grave view of the current wave of inflationary wage claims and settlements and the damage and hardship which they are bound to cause to the economy and to many individuals. I have of course, made known our views to the Electricity Council.'

European Free Trade Association

Mr. Noble answered a number of questions on the European Free Trade Association. When asked to publish more up-to-date pamphlets about the record of EFTA, he said these were the responsibility of the EFTA Secretariat in Geneva. Up-to-date records were published in the Secretariat's Bulletin and in EFTA Annual Reports. In the United Kingdom these and other publications were available free on request from the Department's EFTA Information Centre. Continuing, Mr. Noble said that in the past year, in addition to the twice-yearly Ministerial Meeting, the EFTA Council met weekly to discuss the wide range of subjects of common interest to Members. The more important in the past year had included wider economic integration in Europe, international trade policy, Icelandic accession to EFTA and new measures to improve further the smooth working of the free trade area. Asked to make a statement upon the result of Iceland joining EFTA, Mr. Noble said: 'Since Iceland only joined EFTA on March 1, 1970, it is much too soon to expect any reliable indication of the results of her accession. But Iceland's trade with her EFTA partners in the first nine months of this year has shown a substantial and welcome increase in both directions.' Answering further questions, Mr. Noble said that in terms of United States dollars, intra-trade of the European Free Trade Association, as measured by exports, increased by 143 per cent between 1960 and 1969. Trade between the two groups had doubled in terms of United States dollars between 1960 and 1969 and had continued to rise strongly this year. This trade had however, increased less than trade within each group.

A question was asked about progress in drafting schemes of reciprocal recognition in the testing of equipment, plant and machinery. 'The EFTA Council is giving final consideration to a scheme covering pressure vessels,' replied Mr. Noble. 'Expert groups are making good progress in drafting schemes for gas appliances, marine safety equipment and agricultural machinery.' In reply to questions about non-tariff barriers to trade, Mr. Noble said that, recognising the seriousness of non-tariff barriers to trade, EFTA was keeping under review its rules of competition and working to reduce technical barriers. Agree-

(*Continued on next page*)

PARLIAMENTARY ANSWERS, *continued*

ments had recently been reached on pharmaceuticals and pressure vessels and others were in preparation. Every effort was made by the DTI and by the EFTA Secretariat to publicise progress in these fields. Distribution of the EFTA Bulletin, Mr. Noble told a Member, was promoted by the DTI's EFTA Information Centre. Present circulation of each issue in the United Kingdom was over 14,000 copies, compared with about 9,000 four years ago. Mr. Noble was also asked what progress had been made in extending the European Free Trade Association's rules of competition. He replied that the EFTA rules of competition were contained in the Stockholm Convention. They were individually reviewed between 1965 and 1968. More recently a study had been made of the rules as a whole; this was now under consideration in thte EFTA Council.

Government-owned industrial estates

Stating that some companies wish to purchase instead of lease sites on government-owned industrial estates, a Member asked Sir John Eden whether he would take steps to meet the demand for such purchases. Sir John answered: 'We are always ready to consider the sale of our industrial sites wherever this is practicable and where their development in this way would help in the provision of employment. If my hon Friend has any particular cases in mind, perhaps he will let me know.'

Regional development councils

Asked if he planned to continue grants to the North-Eastern, Cumberland, Welsh and Scottish Development Councils in 1971-72, Sir John Eden said: 'The previous administration made clear to the North East and Cumberland Development Councils that these grants would not be renewed after the current financial year. The grants to the Scottish Council (Development and Industry) and the Development Corporation for Wales are matters for my right hon Friends the Secretaries of State for Scotland and Wales.'

Investment incentives

Mr. Davies was asked if he would seek the views of regional economic planning councils on the new investment incentives. He said he would be glad to consider any comments that the planning councils wished to send as soon as there had been time to see how the new incentives were working. In Scotland the Secretary of State was Chairman of the Scottish Economic Planning Council and he was, and had been, in the closest touch with him on these matters.

Publicity for development areas

Sir John Eden was asked what was the annual expenditure for the three years 1967 to 1970 on publicity aimed at attracting new jobs to the development areas: and what was the proposed annual expenditure for the years 1970 to 1973. Sir John said that Government expenditure on publicity to attract industry to the assisted areas was £179,000 in 1967/68; £201,000 in 1968/69; and £185,000 in 1969/70. The provision for 1970/71 was £194,200. Figures could not yet be given for subsequent years. Sir John was also asked how many of his headquarter's staff were specifically and exclusively employed to promote the development areas and to contact firms directly who had expansion plans. He said that the whole of the Distribution of Industry Division, with a staff at headquarters of 176, was concerned to promote the development and intermediate areas. Six of them were specifically and exclusively engaged on publicity work and on the preliminary discussions with firms enquiring about locations for new developments. A further question concerned steps to advertise the incentives offered by the Government to firms to set up in special development areas, development areas, and intermediate areas. Sir John said: 'I expect shortly to resume press advertising. I will arrange for a specimen of the material to be put in the Library when it is available.'

Anglo-French trade co-operation

Lord Drumalbyn, Minister without Portfolio, was asked, bearing in mind the growth of international competition, what incentives or facilities were being provided for British firms to co-operate more effectively with French firms, with a view to ensuring industrial expansion and an extension of multi-national companies on a European basis. He replied that HM Government strongly support the idea of co-operation between British and French firms. The resources of the Department of Trade and Industry and HM Embassy in Paris were at the disposal of firms needing help and advice in this connection.

TUESDAY, DECEMBER 1

Tracked hovercraft

A Member asked Sir John Eden to direct the attention of his department's inquiry into the potential uses of tracked hovercraft to the comparative merits of the advanced passenger train currently under development by British Rail at Derby; and what estimates the department had made of the cost of introducing hovercraft track between London and Manchester, compared to the estimated cost of introducing the advanced passenger train over the same run. 'I am aware of the merits of the advanced passenger train currently being developed by British Rail,' replied Sir John. 'There is a continuing assessment of possible future high speed transport systems for both home and overseas markets.'

Romanian trade talks

Mr. Noble was asked for details of the quantities of new imports of Romanian horticultural and agricultural products which may be expected in this country as a result of the recently concluded trade deal with that country. He answered that it was not the practice to announce details of import quotas until the end of the annual trade talks. The trade talks for 1970/71 had not yet been concluded.

WEDNESDAY, DECEMBER 2

Horticultural imports from East Europe

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, was asked what was HM Government's policy towards the large scale importation of foreign horticultural and agricultural produce from Eastern European countries, and if he would give an assurance that the recently concluded deal with Romania, permitting large importations of horticultural produce to this country, would not be the predecessor of other similar arrangements. Mr. Grant said that in considering imports of horticultural and agricultural produce from East European countries regard was had on the one hand to the importance of our exports to these countries and on thte other to the need to maintain a prosperous British agricultural and horticultural industry.

Industrial Development Act

Mr. Grant was asked to state the percentage of expenditure approved for grant under the Industrial Development Act which was paid in development areas in each year of the operation of the investment grant system. He said that in the years 1967/68, 1968/69 and 1969/70 expenditure approved for grant (other than in respect of ships and hovercraft which do not attract the higher Development Area rate of grant) was respectively £1,056 million, £1,404 million, and £1,705 million. Respectively 37, 32 and 29 per cent of this annual expenditure was given grant at the Development Area rate.

Investment incentives

Mr. Grant told a Member who asked what plans he had to initiate research into the effectiveness of the new investment incentive system, that it would be premature to consider the need for special research before there had been experience of the new system, but he would keep a careful watch on progress. Mr. Grant was also asked what estimate he had made of the effect of the new investment incentive system on the level of investment in the chemical, motor car and shipping industries, and said that the precise effect of policies on individual industries would depend on their circumstances. Overall he expected a high level of investment to be maintained and its effectiveness to be improved.

Imports of animal pelts

Mr. Ridley was asked what steps he would take to curtail the importation into the United Kingdom of animal pelts destined for the clothing trade, and to discourage the use by the British clothing trade of fur skins from animals facing extinction. 'Conservation of threatened species is primarily the responsibility of the country of origin, not the importing country,' replied Mr. Ridley. 'I am not satisfied that there is any further justification for the introduction of general import restrictions in the way these Questions suggest. The British Fur Trade Association, as a member of the International Fur Trade Federation has publicly acknowledged that it opposes the destruction of fur-bearing species and it has accordingly endorsed the recent IFTF ban on trade in the skins of certain endangered species.'

Restrictive Practices Act

Answering a question on the working of the Restrictive Practices Act; and, in view of the representations he had received, whether he was contemplating any amending legislation, Mr. Ridley said this legislation had led to a significant increase in competition. Representations on the subject of amending legislation had been received from a number of sources and were being considered.

Paper industry in Aberdeen

Speaking of the plight of the paper industry in Aberdeenshire as a result of the increases in fuel oil costs since June of this year, a Member asked if appropriate action would be taken. 'Some paper mills in the Aberdeen area have been affected by higher fuel oil prices this year; but fuel costs represent a relatively small part of the total costs of the paper industry, and the negotiation of prices is a matter between supplier and consumer,' answered Mr. Ridley.

THURSDAY, DECEMBER 3

Industrial development

Mr. Grant answered questions on industrial development in Scotland, Wales and the Northern Region.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given in the pink paper supplement of October 7 issue.

Parliamentary Answers on aviation and shipping

FRIDAY, NOVEMBER 27

Boeing 707s for BEA

Mr. Michael Noble, Minister for Trade, was asked to make a statement under section 13 of the Air Corporations Act 1967 about aircraft purchases by British European Airway Airtours Ltd., and British European Airways Helicopters Ltd. He said: 'BEA Airtours Ltd. are ordering, with my approval, seven secondhand Boeing 707-123Bs at a cost of up to £10.4m for delivery in time for the 1972 season. We have also agreed that BEA Helicopters should purchase a further Sikorsky S61N helicopter at a cost of up to £630,000.'

MONDAY, NOVEMBER 30

Boeing 707s for BEA

Mr. Noble told a Member who asked what consultations took place between his department and the Board of British European Airways before sanction was given by him for the purchase of seven Boeing 707 airliners for British European Airways Airtours, that there were full consultations between the DTI and BEA.

Aircraft noise

Mr. Noble was asked about the technical arrangements for monitoring noise levels of aircraft approaching or leaving London Airport from the East. He said that noise levels of aircraft taking off were measured at specified points related to the first community overflown. Noise levels on the ground of aircraft on approach were a function of aircraft height, and heights of a sample of approaching aircraft were therefore checked by radar. Referring to the high frequency of disturbance by aircraft noise now suffered by residents under the Heathrow glidepath, a Member asked Mr. Noble if he would arrange for aircraft to join the Instrument Landing System beam nearer the airport than at present so as to provide for a greater variety of approach and consequent spread of noise nuisance. Mr. Noble said he was aware of the problem, and was seeking for possible improvements. But aircraft had to approach the glide slope from below, so joining it nearer the airport would involve lower flying and more noise than at present. Moreover, the time needed for safe and orderly landing of modern jet aircraft prevented them from joining the glide slope less than seven miles from touchdown.

Airmiss reporting

A Member asked whether near-miss incident reporting would be made obligatory on airline pilots flying over the United Kingdom. 'No, Sir,' replied Mr. Noble. 'Whether an incident deserves reporting depends as a general rule on the judgment of the circumstances by the pilots concerned. For this reason an obligatory system would be difficult to enforce effectively and could inhibit the co-operation which we now receive. Judging from results the present voluntary reporting arrangements work well, and I am glad to record the support which pilots have given to its operation.'

Pollution by aircraft engines

Mr. Noble was asked whether he would set up an inquiry into atmospheric pollution caused by aircraft engines. He answered: 'No, Sir. We are satisfied that the work already being done in this field is adequate. If, however, it should become necessary we are able to seek advice from the Royal Commission on Environmental Pollution.' 30/11

Aircraft hijacking

A Member asked Mr. Noble whether he would take steps to refuse facilities at British airports to the aircraft of any country which had given refuge and comfort to hijackers of aircraft in any part of the world. Mr. Noble said: 'Use of airports for international services is governed by international agreements, and hijacking is an international problem, which I believe is better dealt with by concerted international action on a wide front. Her Majesty's Government is participating in international discussions in which denial of access is one course being examined.'

Roskill Commission on Third London Airport

Mr. John Davies, Secretary of State for Trade and Industry, said in reply to a question that he was told that the Roskill Commission on the Third London Airport hoped to submit its Report to the Government by the turn of the year.

Concorde

Asked if he would give an assurance that no supersonic flights would be undertaken by Concorde over Carmarthenshire if the aircraft came into regular service. Mr. Noble said a decision on whether or not to permit the supersonic overflying of Carmarthenshire and other areas of the United Kingdom would be taken well before the Concorde was able to come into regular airline service.

Decca navigational aids

A Member who asked what action had been taken to assess the implications of the decision by the Decca Company to reduce their activity in the area of navigational aids for ships and aircraft, was told by Mr. Noble that he was not aware of any intention of the company to reduce their activity in the field of marine navigational aids. On the aviation side some of the company's pioneering work had failed to obtain international recognition, and in these circumstances he regarded the decision to concentrate effort and investment on those airborne aids which were already finding markets abroad as one to be welcomed.

Nuclear-propelled merchant ships

Sir John Eden, Minister for Industry, was asked to make a further statement on the building of a prototype nuclear-propelled merchant vessel. He said: 'I am arranging for publication of the report of the study by the Department which suggests that a Government nuclear ship project would not be economically justifiable at present. In the light of this, I do not think that it would be right at this stage to commit sizeable natural resources to this project.'

TUESDAY, DECEMBER 1

Ban on supersonic flights

Asked when he would announce his decision as to whether or not he would ban all supersonic commercial flights over land in the United Kingdom, Mr. Noble said the decision would be made as soon as he had all the necessary information on which to base it. This would be well before any supersonic aircraft flew on commercial service in United Kingdom airspace.

WEDNESDAY, DECEMBER 2

Minister of Aviation's statement on airbuses

The following statement on airbuses was made in Parliament on December 2 by Mr. Frederick Corfield, Minister of Aviation Supply:

'The House will be aware that the British Aircraft Corporation and Rolls-Royce have asked for launching aid for the BAC 311 and its RB211-61 engine at a cost to the Government estimated a some £144 million at present prices. We have also had an invitation from the French, Federal German and Netherlands Governments to rejoin the A300B project. The initial cost to the Government would be some £30 million if we took a share in the airfame part of the A300B project alone or some £100 million if in addition the RB211-61 engine were also launched for this aircraft. This takes no account of further costs likely to be incurred during the production phase.

'After very careful consideration the Government have decided that they cannot support either of these proposals in view of the size of the public investment required. We have to take into account the large sums of money already being devoted to the support of civil aircraft and engines and to bear in mind other calls on public funds.

'In the light of this, BEA will have the opportunity to choose between two alternatives, the Lockheed 1011 and the A300B. Both include a large contribution by British industry. The Lockheed 1011 has Rolls-Royce RB211-22 engines, for which Her Majesty's Government recently announced an increase in launching aid up to a limit of £89 million. As for the A300B, Hawker Siddeley are designing and manufacturing the main part of the wing.

'The decision in regard to the A300B does not imply any weakening of our interest in joint projects such as the MRCA Jaguar and of course Concorde, to each of which Her Majesty's Government are making very substantial contributions.

'I have already discussed with my colleagues in the other Governments concerned proposals for a joint study of the possibilities of increased co-operation between European aero-engine industries, and they have recently proposed that we should meet. I welcome these proposals and hope that they can be extended in due course to the rest of the aviation industry.'

THURSDAY, DECEMBER 3

Communications on oil tankers

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, was asked when he hoped to complete the trials of different systems of communication assistants aboard oil tankers when using the River Mersey. Mr. Grant said that these trials, carried out by the Mersey Docks and Harbours Board as pilotage authority had been completed. The reports of the masters and pilots of the ships concerned were being studied by the DTI and it was hoped to consult with all concerned shortly.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address

New Books

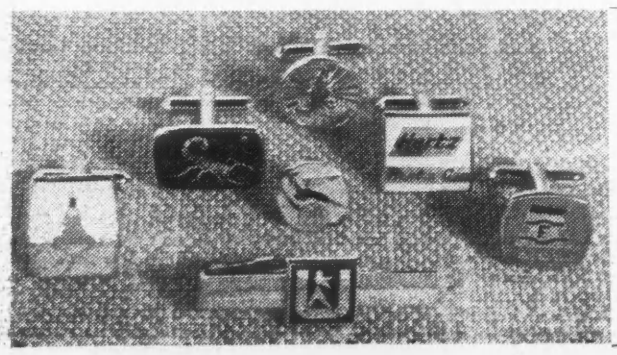
This is the German Market. (146 pages. Axel Springer Publishing Group, Hamburg. United Kingdom address: Daily Mirror Building, Holborn Circus, London ECIN 2HB. Free). A guide to such an important market as the Federal Republic of Germany is always of interest to British businessmen. This publication from the Axel Springer Central Advertising Marketing Group will be of interest principally to firms who wish to advertise in the Federal Republic. Exporters in general will also find it valuable because of the convenient presentation of a considerable amount of statistical information. It contains over 100 tables giving useful data such as population, household composition, employment and earnings, distribution of gross national product, foreign trade, and provides a survey of the German people and their spending habits. Indicators are also provided to enable a comparison to be made between the different media of advertising.

One of the most remarkable examples of post-war policies benefiting from pre-war experience has been the concerted international drive to free trade from barriers, both tariff and non-tariff, which inhibit economic growth and development. The conclusion of GATT and the more recent Kennedy Round negotiations bear witness to the ever increasing importance which is attached to the stabilization of international trade policies. There remains, however, much to be done and the debate about means and ends continues. A new contribution to this debate, **Hidden Barriers to International Trade.** by Gerard and Victoria Curzon. (Thames Essay No. 1. 68 pages. Trade Policy Research Centre, 6 Buckingham Street, London WC2. 10s. (50p)) examines the prevailing non-tariff barriers to trade from excise taxes to tied aid, and suggests remedies and policies which will help to reverse what the authors view as an increasingly disturbing picture. Full references to sources are given in this, the first of a new series to be produced by the TPRC.

Transatlantic Relations in the Prospect of an Enlarged European Community. by Dr. Theodore Geiger. (78 pages. British-North American Research Association, 12 Upper Belgrave Street, London SW1. 12s. (60p) SBN 90259401 X). This study analyses in detail the main political, economic and sociological determinants of relations among the Atlantic nations in the post-war era and, in particular, the effects of the increased economic integration in the European Community, and in the broader Atlantic regional system. It suggests how these and other factors may be expected to affect the EEC and the Atlantic region in the future; indentifies the range of developments which are likely to take place; and assesses the extent to which the outcome can be shaped by the policy decisions of the Atlantic countries. The key to future transatlantic relations, Dr. Geiger believes, will be the evolution of the enlarged European Community and of American and Canadian attitudes towards it. The author draws a sharp distinction between economic integration (the removal of barriers to goods, payments, and the co-ordination of economic and social policies among nations) and unification, in which nations confer important sovereign powers on supernational authorities. He foresees a continuation of European integration, because he believes it is much less probable that obstacles to unification will be surmounted in the foreseeable future. Dr. Geiger believes that if Britain becomes a member of the European Community she will use her influence to moderate disputes and facilitate compromises, and to foster more liberal trade policies. As a full member of the Community, the United Kingdom would tend to inhabit the tendencies towards disintegration of the Atlantic region.

How to Find Out About Exporting. by Norman Burgess. (262 pages. Pergamon Press. Hard cover £2 SBN 08 016050 6; flexi-cover £1 10s. (£1.50) SBN 08 016049 2). This book, a description of sources of exporting information, is aimed at practising exporters, students and, presumably, librarians with responsibilities in the subject. Chapters cover education and careers in exporting, the use of libraries and bibliographical tools, descriptions of the main categories of export information, services for exporters, exporting of specific products and to particular countries, tariffs, trade agreements, market research and distribution. There is an appendix of useful addresses. The book's value to students may be enhanced by the exercises designed to test the reader's understanding of each chapter. While the work provides a useful sketch of the subject field, it is in many respects inadequate, mainly because its author does not seem to have had ready access to a comprehensive current collection of material of use to exporters. Although the author foresees the difficulty in his preface, many items are obsolete. Significantly, two publications of the Department of Trade and Industry Statistics and Market Intelligence Library are among them: The 1965 edition of the descriptive brochure was revised in 1969; the 1966 edition of *Trade Associations and Export Groups: a select list* was revised as long ago as 1968. Several chapters are taken up describing market surveys of particular countries, many of which are of little more than historical interest. More seriously, no mention is made of one of the major sources for identifying up-to-date market surveys or, indeed, the other categories of materi.. for use in export market research), the reading list pages of the *Hints to Businessmen* series. Several of the author's selections seem rather arbitrary: some ill-chosen works are included, e.g. *Davinson's Commercial Information: a source handbook*, some useful ones omitted, *e.g. Smyth's Commercial Information: a guide to the (Manchester) Commercial library*. Exporters would be well advised to read the book in conjunction with the Department of Trade and Industry's *Export handbook No. 1: Services for British exporters* and D. W. Bromley's *What to read on exporting*, noted on page 1553 of the *Board of Trade Journal*, June 10, 1970.

The international monetary system was created and is maintained by independent nation states and it works, not by natural law, but by the combined will of these states. In **International Monetary Reform, 1946-69** by Stephen R. Cohen (*Praeger Special Studies in International Economics and Development*, 224 pages. Praeger. £5 15s. (£5.75)) the political dimension of the system is examined in depth. The author shows that the successes and shortcomings of the system are intimately affected by the political objectives, interests and attitudes of all those countries involved. Most economists writing in the field tend to attach no great significance to these political forces, partly because they are not as readily identifiable and quantifiable as are the inherently economic aspects of the subject, and partly because many academic economists tend to think above the level of political expediency. The consequences of this situation are that the



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political elements of the recently completed international monetary reform exercise have all too often been discounted or ignored altogether. This book gives added interest to topics such as Special Drawing Rights, the two-tier gold system and floating exchange rates by placing them in their political context. A very full and extensive bibliography is included but the usefulness of the volume is somewhat diminished by the lack of an index.

Development Guide. Overseas Development Institute. (264 pages. Allen & Unwin. £2 10s. (£2.50). ISBN 0 04 360019 0). This is the second edition of a directory of non-commercial organizations in Britain actively concerned in overseas development and training. It contains entries for 210 such bodies, giving for each its address, telephone number and the name of its director or other senior official, and an account of the facilities it provides under such heads as research, education, advice, information and publications. The basic criterion for inclusion is that the organization should be concerned with and relevant to development in less developed countries. In general, educational establishments, commercial concerns, grant-giving foundations and social or cultural organizations are excluded. Most of the organizations included are in the categories of professional associations and bodies which undertake or support research. The Guide is provided with an index and a four page bibliography of additional national and international guides and directories.

Sample Census 1966, Great Britain; Economic Activity Sub-regional Tables. (424 pages. Available from HMSO at £4 15s. (£4.75), by post £4 19s. 6d. SBN 11 690084 9) Parts I to IV of the *Economic Activity Tables*, in the series of volumes issued jointly by the Office of Population Censuses and Surveys (London) and the General Register Office (Edinburgh) containing data for the whole of Great Britain arising from the 1966 sample census of population, were published during 1968 and 1969. They contain statistics of the occupied population based on their personal occupation, and of the employed population classified into the branches of industry in which they are employed, broken down by age, marital condition, employment status, socio-economic group, etc. The tables in these four volumes relate to Great Britain and, in some instances, England and Wales, Scotland, the standard regions of England and Wales and the conurbations. The *Economic Activity Sub-regional Tables* volume now published contains details of employment, occupation and industry for 54 sub-divisions of the nine standard regions of England, Wales and the eight economic planning sub-regions of Scotland.

Management by Objectives in Action, edited by John W. Humble. (302 pages. Published by McGraw-Hill in association with the British Institute of Management. £3 15s. (£3.75) SBN 07 094217 X) complements the author's earlier basic text-book on MBO, *Improving Business Results*, and illustrates with case material written by the people closely involved, how the system really works and the shape and context of its present evolution. The authors do not list a set of panaceas; rather they highlight the problem areas and special difficulties encountered in applying MBO, and show how they have been overcome. This volume is intended to help those who are introducing MBO into their organization; to provide some evidence on benefits and difficulties for those as yet uncommitted and to assist students at business schools and management training institutions. A useful list of material for further reading is included together with details of films available to firms and organizations.

Financial Times Yearbook 1970-71; business information on 25 leading industrial countries, edited by Margaret Naylor. (405 pages. Longman. £3 15s. (£3.75)). This is the second issue of this yearbook – the first was noted in the *Board of Trade Journal* for January 14, 1970, page 85 – and the publisher now states that he hopes to publish a revision annually. The book sets out to describe the economic structure of 25 major countries and, in particular, the industrial and financial framework in which business operates. The United Kingdom is treated in by far the greatest detail. As in the first edition there is a section which enables direct comparisons to be made between countries in a wide range of economic and social phenomena. International economic blocks are given a chapter to themselves and the 20 page English-French-German vocabulary of business terms is repeated from the former edition. In addition to consistent updating throughout, new features include redrawn maps for each country, together with tabulations showing time differences, exchange rates and addresses useful to business men.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (*Tel.* 01-248 5757, *Ext.* 7146).

COPYRIGHT ACT, 1956

THE PERFORMING RIGHT TRIBUNAL

NOTICE IS HEREBY GIVEN pursuant to Rule 5 of the Performing Right Tribunal Rules 1965 of a reference to the Tribunal under Section 26 of the Copyright Act 1956 by the Performing Right Society Limited of Copyright House, 29/33 Berners Street, London, W.1 (hereinafter referred to as the Licensing Body) and **Cinema Exhibitors' Association of Great Britain and Ireland of 22/25 Dean Street, London, W.1**, and the **Association of Independent Cinemas Limited of Regency House, Warwick Street, London, W.1.** (hereinafter referred to as 'the Interested Parties').

The reference concerns a licence scheme of the licensing body regulating the terms and conditions on which the licensing body will issue licenses authorizing the public performance of copyright music within its repertoire at cinemas in the course of the exhibition of cinematographic films (hereinafter referred to as Tariff 'C'). This scheme was embodied in an Order made by the Tribunal dated 6th April, 1961 which was varied by a subsequent Order dated 21st January, 1963.

The disputes which caused Tariff 'C' to be referred to the Tribunal in the previous proceedings were not concerned in any way with the formula for calculating the royalty payable to the licensing body under licences issued pursuant to Tariff 'C'. The formula was arrived at by negotiation between the licensing body and the two interested parties and was incorporated in formal agreements dated 17th December, 1959 in the case of the Cinema Exhibitors' Association and 8th April, 1960 in the case of the Association of Independent Cinemas Limited.

The licensing body and the interested parties have reviewed and revised the formula by which royalties should be calculated under licences issued pursuant to Tariff 'C' and have reached agreement on a new formula and, by agreement, the tariff has been revised to give effect to this new formula. The essential feature of the new formula is that under it the royalties payable are calculated as a percentage of the actual gross receipts from cinematographic performances at the cinema in place of the former method whereby an estimate of each cinema's receipts was made.

The reference to the Tribunal is made jointly by the licensing body and the interested parties and they are jointly applying to the Tribunal to vary the Order dated 6th April, 1961 by making an Order substituting the terms of the revised Tariff 'C' for the tariff embodied in the Order of 6th April, 1961 as amended by the Order of 21st January, 1963.

Any organization or person wishing to be made a party to the proceedings must apply to the undersigned by the 2nd day of January, 1971.

The Performing Right Tribunal,
Room 105,
25 Southampton Buildings,
London, W.C.2.

D. DALEY,
Secretary.

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Government surplus sales

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
December 16	Miscellaneous stores	County Hall, Botchergate, Carlisle	Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle, CA1 1SE (Tel. 26292)

VEHICLES including, Land Rover Pick-Ups; Morris Mini Minors and 1000 Saloons and Travellers; Morris, Bedford and Austin vans; Morris ambulances etc.; Bedford fire tenders with Sigmund pumps; Coventry Climax Featherweight pumps, equipment for pumps; machine and hand tools including, Morris and Flextol flexible drives; Wolf bench type grinders; grinding wheels; Black and Decker heavy duty sanders; ripsnorters and jig saws; riveting and crimping tools; drills; vices; hammers; pliers; spanners; transformers; control units; capacitors; power units; test sets; receivers; amplifiers; cable; aircraft machmeters; gyro units; landing compasses; thermometers; drift recorders; sighting computers; altimeters; sundry items including, rubber knee boots; service clothing; suction hose; webbing equipment; oxy-acetylene equipment; telephone equipment; aerials; rack assemblies; fire extinguishers; steel cradle pallets; wooden boxes; paints and chemicals, etc.

1971			
January 5	Miscellaneous stores	No. 2 Building (adjacent to Indoor Bowling Green), Riverside, Chatham	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3 (Tel. 01-709 0101)

Bedford fire tenders; Coventry Climax Featherweight pumps; crane conversion sets; laboratory equipment; time recording clocks; transformers; capacitors; steam boilers; portable vacuum cleaner; scrap cable, textiles and rubber; electro-medical equipment; firefighting equipment including, delivery and suction hose, manila and sisal rope, salvage sheets, hose bandage, canvas buckets, haversack and pack supporting straps, webbing belts, brick, crowbar and claw chisels, extending ladders, general purpose saws, wrecking bars, club and sledge hammers, etc.; electronic valves; rubber knee boots and other items of clothing; household and office furniture; large assortment of other general stores; ALSO 185 PLASTIC SHEETS 160 ft. by 90 ft. by 0·014 ins. FOLDED AND ROLLED ON TWO ROLLERS AND CONTAINED IN WOODEN CASES.

January 12-14	Heavy duty and road making plant, commercial and private vehicles	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham (Tel. 54272)

Heavy duty trucks by AEC and Leyland; Scammell breakdown trucks; excavators; mobile cranes; fork lift trucks; graders; dumpers; angledozers; agricultural tractors; hydraulic tippers; trailers various; refuellers; coaches; Mini Minors; Minibuses; Travellers; Bedford Utilecons; various makes of vans; Land Rovers; Ford Zephyrs, Anglias; Hillman Huskys; Austin saloons; Vauxhall Victors; Humber Hawks, etc.; motor cycles.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to the date of sale, price 1s. 0d. (postal order only)

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
• five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,758		21,758	20,087	20,087	11,372	4,907	1,070	994	944	1,752	Series in £ million			
1964	105	108·3	107	107	103	..	117	113	120	124	113	640	411	93	46
1965	108	111·7	115	114	105	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	103·6	140	130	143	145	142	157	23	75	41
1969	117	122·9	143	142	113	103·0	135	135	146	130	130	276	194	–17	36
1968															
3rd quarter	116	120·7	135	135	112	103·2	138	129	143	142	138	88	53	13	9
4th quarter	118	122·3	138	138	113	104·1	145	146	159	143	139	116	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102·3	132	124	136	135	134	96	104	1	9
2nd quarter	116	123·3	141	141	113	103·7	133	136	145	129	127	65	33	– 3	—
3rd quarter	118	123·2	143	144	113	103·1	136	141	130	152	128	23	–12	– 6	10
4th quarter	119	123·5	147	146	114	103·0	136	140	152	127	131	92	70	– 9	16
1970															
1st quarter	117	123·7	149	148	114	103·2	132	138	140	115	131	–25	45	– 7	–41
2nd quarter	119	122·8	154	153	116	104·2	140	145	156	120	136	68	33	8	7
3rd quarter		123·9 p				104·6									26
1970															
May		120·6				105									
June		123·0				105									
July		122·5 p				104									
August		124·2 p				105									
September		124·9 p				104									
October						106									

	Orders	Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries orders on hand (end period)	Retail price Index		Wholesale price index non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports(‡)	
	at 1963 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series in
£m. in base year							Series in thousands			4,983	4,365	£ million
1964	119	107·0	3·3	103·9	101·9	148·6	362	221	24,566	114	105	395
1965	123	112·1	4·8	106·8	104·6	157·9	308	265	24,785	115	113	– 77
1966	118	116·5	3·9	110·2	107·3	168·5	323	255	24,834	119	122	43
1967	108	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	126	312
1968	108	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159	150	319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	167	169	416
1968												
3rd quarter	107	125·7	5·6	119·3	112·8	187·7	547	189	24,292	161	154	– 27
4th quarter	108	127·2	5·6	120·4	113·1	191·0	532	202	24,348	160	159	– 63
1969												
1st quarter	111	129·7	6·2	122·3	114·1	194·7	532	198	24,364	163	159	13
2nd quarter	119	131·8	5·4	124·2	115·1	195·6	519	202	24,340	169	167	76
3rd quarter	116	132·0	5·0	126·1	116·5	197·8	547	200	24,268	168	173	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	177	174
1970												
1st quarter	119	136·2	5·0	130·1	120·6	209·0	561	192	24,280	172	180	153
2nd quarter	123	139·5	5·8	129·2	123·6	213·8	563	187		183	182	53
3rd quarter	123 p	141·1	6·9	126·9 p	125·7 p	219·0	592	185		177	174	
1970												
May	119	139·5	6·1	129·3	123·6	214·3	560	187		176	174	
June	123	139·9	5·9	128·0	124·2	215·4	561	187		192	185	
July	123 p	140·9	6·7	127·5	125·0	217·2	593	186		143	185	
August	125 p	140·8	6·8	126·1	125·7	219·3	593	184		195	140	
September	123 p	141·5	7·0	127·1 p	126·2 p	220·5	589	187		192	199	
October		143·0	7·4	126·0 p	126·7 p	221·8	576	184		190 p	206 p	
November							579	176				

† Not seasonally adjusted. (‡) The figures up to and including 1969 are after adjusting for special factors affecting the recording of exports.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for October

THE EXPORT UNIT VALUE index has continued to increase, though at a slower rate in the last two months; there was a small rise in October (though not sufficient to change the rounded index) and in August-October as a whole the index was about 1½ per cent higher than its level in the previous three months. There has been little change in recent months in the import unit value index and, in spite of a marginal rise in October, the index in the latest three months as a whole was nearly 1 per cent below its level in May-July. The terms of trade index has been 104 for the last three months, about 2 per cent higher than in the previous three months. The unit value indices for both imports and exports in the third quarter may have been affected by distortions of the normal market pattern and commodity composition of trade caused by the dock strike, but it is unlikely that these continued to have much effect on the indices in October.

(*Continued on next page*)

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

1961 = 100

	Imports					Exports								Terms of Trade†
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods						
								Totals	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	108	106	101	107	107	107	105	99
1965	107	113	102	90	109	109	105	109	104	109	113	110	108	102
1966	109	114	103	84	114	113	107	114	106	111	120	114	113	104
1967	109	113	99	92	116	114	102	116	106	111	120	118	116	105
1968	121	120	107	107	135	123	108	126	113	115	131	128	128	102
1969	126	124	115	100	142	127	114	130	116	122	139	131	131	101
1967 1st quarter	108	115	120	82	116	114	104	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	103	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	102	118	108	111	123	120	117	103
1968 1st quarter	120	120	104	108	134	121	108	123	111	113	130	124	126	101
2nd quarter	121	120	108	108	135	123	109	126	113	115	134	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	133	132	129	103
4th quarter	123	122	110	106	137	126	109	129	116	117	132	132	130	103
1969 1st quarter	124	123	112	104	138	128	114	130	117	120	135	133	130	103
2nd quarter	125	124	115	102	141	128	115	130	118	122	136	131	131	102
3rd quarter	127	125	116	100	144	128	115	131	118	122	139	132	131	101
4th quarter	129	128	117	98	149	129	114	132	118	123	144	133	132	100
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134	100
2nd quarter	132	132	121	95	151	134	117	137	123	126	155	137	137	101
3rd quarter	132	133	122	97	149	136	119	140	125	126	156	140	139	103
1969 July	126	125	116	100	143	128	116	131	117	122	139	132	131	102
August	126	124	115	100	143	128	115	131	118	122	139	132	131	102
September	128	126	117	100	146	128	115	131	118	122	141	132	130	100
October	129	128	116	99	147	129	114	132	118	122	143	133	131	100
November	130	128	117	98	149	129	114	132	118	122	144	134	133	100
December	130	128	117	97	150	130	115	133	117	124	146	133	132	100
1970 January	130	128	118	96	151	130	116	133	118	124	147	133	133	100
February	131	129	120	96	151	131	116	134	119	125	152	134	133	100
March	131	130	120	95	151	132	117	135	120	124	153	135	135	101
April	132	131	121	95	152	133	117	136	123	125	155	136	135	101
May	132	131	121	95	152	134	116	137	123	126	154	137	137	101
June	132	133	122	96	150	135	118	138	123	126	156	138	137	102
July	133	133	122	96	151	135	119	139	124	125	156	139	138	102
August	131	132	121	97	148	136	119	140	124	126	156	140	139	104
September	132	133	121	98	148	137	119	140	126	126	156	141	140	104
October	132	134	120	100	148	137	119	141	126	126	155	142	141	104

† Exports Unit Value as a percentage of the Import Unit Value index

VALUE AND VOLUME INDEX, *continued*

Most of the rise in export unit values in recent months has been in those for manufactured goods. There have been contrasting movements in the unit value indices for broad groups of commodities; the indices for machinery and transport equipment and 'other manufactures' increased by about 2 per cent between May-July and August-October while the indices for textiles and metals have shown little change in the latest three months compared with the previous three. The recent stability in the unit value index for metals (which actually fell back a little in October) contrasts with its rapid rise during the past year. This change in the index for metals has been due almost entirely to falling copper prices; unit values of iron and steel and metal manufactures have continued to rise.

Table 2. United Kingdom import and export volume index numbers (unadjusted)

1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	107	101	107	100	101	100	102
1963	107	102	101	119	112	108	114	107	113	102	100	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	120	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	168	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	185 r	123	126	148	187
1967 1st quarter	134	106	98	180	167	127	122	128	155	102	113	126	143
2nd quarter	135	107	101	162	176	127	123	128	163	99	118	125	136
3rd quarter	126	100	104	150	156	112	112	112	140	88	103	103	139
4th quarter	136	106	105	178	170	108	117	107	133	90	96	100	126
1968 1st quarter	149	116	109	171	198	134	128	136	167	107	118	133	152
2nd quarter	144	104	112	186	189	133	125	134	174	107	121	131	147
3rd quarter	143	102	114	175	191	132	139	131	164	109	114	120	166
4th quarter	147	110	111	180	196	142	152	140	169	120	123	134	168
1969 1st quarter	149	106	109	198	198	136	122	138	166	112	113	132	174
2nd quarter	152	107	108	186	215	152	141	155	188	124	125	154	179
3rd quarter	145	99	109	176	204	150	134	154	187	120	125	146	196
4th quarter	150	105	109	197	205	160	154	161	196	135	140	154	194
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
2nd quarter	164	105	115	204	240	161	148	163	209	138	145	157	181
3rd quarter	149	99	105	204	210	141	140	141	185	125	116	132	170
1969 July	159	108	115	191	227	157	133	161	193	122	128	160	194
August	139	88	113	170	196	146	128	151	180	119	122	142	200
September	137	99	99	166	188	147	140	149	189	120	125	136	195
October	160	108	117	213	222	153	160	152	202	132	137	144	168
November	140	101	99	178	191	168	155	170	195	140	147	162	215
December	149	106	111	199	202	160	148	162	191	134	136	155	200
1970 January	156	110	116	215	205	152	144	153	190	131	128	147	183
February	144	96	99	190	204	148	138	148	181	124	125	142	177
March	151	107	100	188	216	164	140	169	210	142	135	163	206
April	168	110	114	214	244	163	149	165	212	141	145	164	171
May	155	96	104	200	230	157	137	161	205	132	144	152	186
June	168	108	128	197	245	163	159	164	210	142	147	155	187
July	131	80	72	203	195	163	151	165	217	142	147	157	186
August	152	108	122	189	204	105	98	105	137	90	68	99	144
September	165	108	120	219	232	154	170	152	200	143	133	139	182
October	170	115	125	208	242	165	188	160	214	144	135	153	180

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Falling unit values of copper imports were primarily responsible for a drop of 2 per cent in the unit value index for imports of manufactured goods between May-June and August-October, but in recent months the fall in unit values of non-ferrous metals has moderated. The index for basic materials has also shown a drop in the latest three-monthly period largely due to declining unit values for wool. Within the food, drink and tobacco group mainly seasonal falls in the unit values of fruit and vegetables have largely outweighed increases elsewhere. The only broad group of imports for which unit values have risen in recent months has been fuels. After falling for about two years the index for fuels turned in April and has risen steadily since then; in August-October it was nearly 3 per cent higher than in May-July.

United Kingdom trade in October and the effects of the dock strike are discussed in the article on trade in October which was published in *Trade and Industry* of November 25, 1970.

Notes:

The volume index numbers for exports do not include any allowance for the special influences affecting recording (see *Board of Trade Journal* of September 10, 1969, and *Trade and Industry* of November 25, 1970).

This series of index numbers, based on 1961=100, was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1967 1st quarter	132	132	105	97	172	165	164	128	129	128	157	105	116	123	146
2nd quarter	134	133	108	102	158	170	166	123	123	123	157	98	114	119	138
3rd quarter	128	126	102	102	153	159	157	119	120	119	148	92	110	113	140
4th quarter	135	134	102	105	181	175	172	106	106	105	133	85	92	101	121
1968 1st quarter	146	144	114	109	162	195	191	134	132	135	167	108	120	131	153
2nd quarter	142	141	106	112	178	185	179	130	126	131	168	106	117	125	150
3rd quality	147	144	105	112	180	197	190	139	147	138	171	113	121	131	165
4th quarter	148	144	106	111	184	202	190	140	140	140	169	115	119	135	163
1969 1st quarter	146	143	103	110	191 r	198	188 r	139 r	128	140	170	116	118	131	180
2nd quarter	151	146	108 r	108	180 r	210	198 r	148	141	151	181	123	120	147	185
3rd quarter	149	146	102	107	181	210	201	158	141	162	195	125	131	159	197
4th quarter	149	147	99 r	107 r	199 r	208	204	157	143	158	195 r	129	134	154	185
1970 1st quarter	151	151	105	109	194	208	207	157	147	158	197	136	134	150	190
2nd quarter	159	158	102	115	196	227	225	156	146	158	199	136	139	148	187
3rd quarter	152	152	102	104	208	215	215	147	146	147	190	129	122	142	167
1969 July	151	147	106 r	107	184 r	213	200	150	137	154	191	117	121	151	186
August	149	145	97	109	181 r	213	203 r	164	148	169	200	130	138	166	202
September	146 r	145	102 r	106	176 r	205	201 r	159	139	164	195	127	135	159	203
October	150	147	96	111	203 r	209	202	158	152	158	203	128	133	152	184
November	147	145 r	98	106	199 r	205	200	157	139	159	189 r	129	135	155	187
December	149 r	149	104	106	195 r	211	209	155	137	159	194	129	134	155	184
1970 January	147	147	104	108	199	199	198	160	152	159	199	138	137	150	192
February	152	152	103	109	192	213	211	151	144	153	189	130	134	146	183
March	154	153	108	109	191	213	212	159	146	162	202	140	133	154	196
April	157	157	104	111	193	223	222	161	149	162	200	139	138	157	189
May	153	152	97	107	193	221	219	149	136	150	195	128	132	137	189
June	167	166	107	127	203	236	234	158	155	160	203	141	146	151	183
July	123	123	78	67	197	180	179	158	156	159	213	140	140	149	181
August	168	168	122	123	211	230	230	118	115	117	152	99	82	117	135
September	165	165	107	121	217	236	236	166	168	165	206	149	142	159	184
October	164	163	109	122	204	234	233	172	184	166	218	143	136	164	178

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'Economic Progress Report' for December

THE DECEMBER issue of *Economic Progress Report* was published on December 3. The articles in the issue are Government policies for public spending; Treasury computer facilities; Monthly economic assessment.

UK official reserves during November

HM TREASURY announce that after repayment in advance of £47.5 million due in December to the Bank for International Settlements and to the United States in respect of the 1966 Basle arrangements, and a gold subscription payment of £37.5 million to the IMF, the United Kingdom official reserves rose by £27 million during November to stand at £1,168 million.

Retail trade in October

THE VOLUME of retail trade in the three months ended October was, after allowing for seasonal influences, over ½ per cent higher than in the preceding three months. There was little change in the volume of sales by food shops, but sales by non-food shops rose by 1 per cent between these periods. Within this group, sales by durable goods shops rose 3 per cent.

The seasonally adjusted index of the volume of sales in October was 106 (1966=100), 1 per cent higher than the average for the third quarter – an increase largely due to a very high volume of sales by clothing and footwear shops. Sales by department stores and mail order businesses were also buoyant in that month.

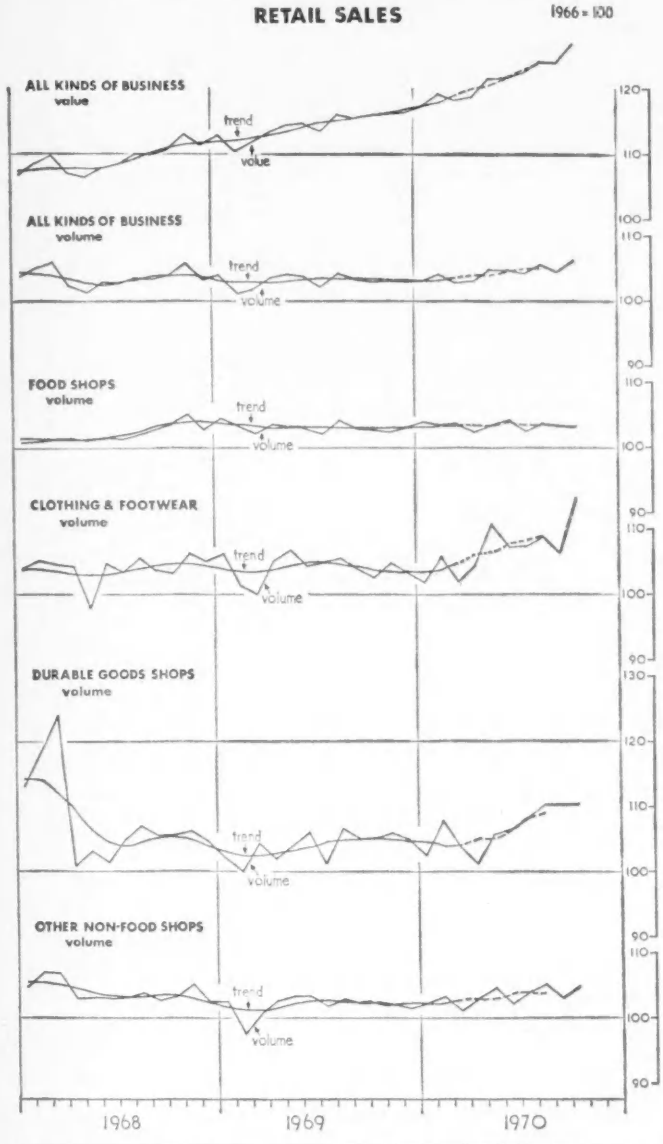


Table 1. Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
(Sales in 1966 – £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	101	101	102	100	103	102
1968	104	102	105	104	108	104
1969	103	103	103	104	104	102
1968 4th quarter	104	104	104	105	105	104
1969 1st quarter	102	103	101	102	102	100
2nd quarter	104	103	104	105	104	103
3rd quarter	103	103	103	105	104	102
4th quarter	103	103	103	103	105	102
1970 1st quarter	103	104	103	103	105	102
2nd quarter	104	103	105	107	105	103
3rd quarter	105	103	106	107	109	104
1970 May-July	105	103	105	108	107	103
Aug.-Oct.	105	103	107	110	110	104
Percentage increase	1	—	1	1	3	1
1970 April	103	102	103	105	101	103
May	105	103	106	112	106	105
June*	105	104	105	107	106	102
July	104	102	105	107	108	104
August	105	103	107	109	110	105
September*	104	103	105	106	110	103
October	106	103	108	115	110	105

Table 2. Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
(Sales in 1966 – £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	103	103	103	102	104	103
1968	109	108	110	107	113	111
1969	114	115	114	112	113	115
1968 4th quarter	112	111	111	109	112	112
1969 1st quarter	112	114	110	108	110	111
2nd quarter	114	115	114	113	113	115
3rd quarter	115	116	114	113	113	115
4th quarter	116	117	115	113	116	117
1970 1st quarter	118	120	117	114	117	119
2nd quarter	121	121	121	120	119	121
3rd quarter	124	123	124	122	127	125
1970 May-July	122	122	122	122	122	122
Aug.-Oct.	125	124	126	126	128	126
Percentage increase	3	2	3	3	5	3
1970 April	119	119	119	117	116	120
May	121	120	122	124	121	123
June*	122	122	121	120	121	121
July	122	122	123	121	125	124
August	124	123	125	124	128	126
September*	124	124	124	122	127	124
October	127	125	129	132	130	127

All the series in Tables 1 and 2 are seasonally adjusted independently of each other, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(a) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by October 1970 sales was the four weeks from October 4, 1970 to October 31, 1970, the corresponding period in 1969 was from October 5, 1969 to November 1, 1969. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(†) Including department stores and mail order businesses.

'Economic trends' for November

THE NOVEMBER ISSUE of *Economic Trends* was published on December 1, with a new-style arrangement of charts and tables developed after consultation with regular users of the publication. The regular pages of charts have been re-arranged to allow for longer runs of quarterly data in the accompanying tables. And four pages will now be devoted regularly to eleven-year runs of quarterly figures for fifty selected important economic indicators.

Included in this issue is an article by the Central Statistical Office on 'Allocation of taxes on expenditure and subsidies by types of expenditure for the national accounts,' which describes the methods used to allocate these taxes and subsidies to the components of total final expenditure valued at market prices in order to obtain estimates of consumers' expenditure, public authorities' consumption, fixed investment, and exports valued at factor cost. Two other articles are included: 'Expenditure on Scientific Research and Development' and 'An Index of Production for Wales.'

Hire purchase and other instalment credit business in October

THE upward trend of instalment credit business has continued. New credit advanced by finance houses in the three months ended October, after allowing for seasonal effects, was 9 per cent more than in the preceding three-month period. A similar comparison for instalment credit sales by durable goods shops (at current prices) shows an increase of 5 per cent.

Total debt outstanding to finance houses and retailers rose by £34 million in the latest three months in seasonally adjusted terms (£25 million unadjusted): at the end of October it was 5 per cent more than a year earlier.

Finance houses

New credit advanced by finance houses in October was 15 per cent more than in the same period last year, not as large an increase as on average in the third quarter. Credit advanced for new cars in October was 13 per cent more and for used cars 7 per cent more than a year earlier (both these increases being less than in the third quarter), and there were also increases in all other categories of finance house business. The largest (73 per cent) was again in 'other goods', a category which includes 'personal loans' not recorded by finance houses as being for the purchase of specific goods.

Instalment debt owed directly to finance houses rose by £23 million during the period August-October, in seasonally adjusted terms. Unadjusted, the increase was £16 million. Debt outstanding at the end of October was 5 per cent more than at the end of October 1969.

Durable goods shops and department stores

Instalment credit sales by durable goods shops in October were 14 per cent more by value than in October 1969, an increase similar to the average in the third quarter, but rather more than that for the first half year.

(*Continued on next page*)

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted — £ million

	New Credit Extended			Repayments	Increase in debt
	Total	By Retailers (†)	By Finance Houses		
1966	1,404	735	669	1,533	–129
1967	1,496	750	746	1,532	– 36
1968	1,574	805	769	1,529	45
1969	1,504	803	701	1,520	– 16
1966 1st quarter	391	190	201	390	1
2nd quarter	377	187	190	390	– 13
3rd quarter	329	182	147	375	– 46
4th quarter	307	176	131	378	– 71
1967 1st quarter	323	178	145	372	– 49
2nd quarter	343	181	162	383	– 40
3rd quarter	403	190	213	387	16
4th quarter	427	201	226	390	37
1968 1st quarter	427	212	215	392	35
2nd quarter	362	194	168	381	– 19
3rd quarter	387	200	187	376	11
4th quarter	398	199	199	380	18
1969 1st quarter	363	194	169	373	– 10
2nd quarter	366	200	166	375	– 9
3rd quarter	377	201	176	381	– 4
4th quarter	398	208	190	391	7
1970 1st quarter	394	207	187	384	10
2nd quarter	407	210	197	390	19
3rd quarter	432	219	213	408	24

(†) Durable goods shops, departmental stores, other general stores, general mail order houses and co-operative societies, non-durable goods departments.

Table 1. Hire purchase and other instalment credit business

	Increase in debt outstanding to finance houses and retailers (†)		Finance Houses				Durable Goods Shops			
			New instalment credit extended per calendar month (Index 1966 = 100)		Increase in debt		*Instalment credit sales per week (Index 1961 = 100)*		Increase in debt	
	£ million				£ million				£ million	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1966	–129		*100*		–84		*93*		–51	
1967	– 36		*111*		–15		*94*		–30	
1968	45		*115*		26		*102*		2	
1969	– 16		*105*		–21		*94*		– 5	
1966 1st quarter	–29	1	118	*120*	4	3	97	*104*	–13	– 5
2nd quarter	7	–13	129	*114*	24	– 5	90	*95*	–15	–11
3rd quarter	–58	–46	89	*88*	–36	–33	86	*88*	–15	–15
4th quarter	–49	–71	64	*78*	–76	–49	97	*83*	– 8	–20
1967 1st quarter	–77	–49	87	*86*	–39	–41	81	*87*	–18	–12
2nd quarter	–24	–40	113	*96*	–4	–27	83	*88*	–13	–11
3rd quarter	5	16	129	*128*	20	21	93	*96*	– 8	– 8
4th quarter	60	37	117	*135*	8	32	122	*105*	9	1
1968 1st quarter	5	35	129	*128*	25	24	111	*120*	– 1	4
2nd quarter	—	–19	116	*101*	9	–18	86	*92*	– 6	– 3
3rd quarter	– 3	11	113	*112*	7	9	96	*99*	– 1	—
4th quarter	43	18	101	*118*	–15	11	113	*98*	10	1
1969 1st quarter	–39	–10	102	*102*	– 7	– 9	87	*93*	–10	– 5
2nd quarter	– 7	– 9	114	*99*	9	–17	88	*93*	– 1	2
3rd quarter	–18	– 4	106	*105*	– 2	1	91	*94*	– 2	– 2
4th quarter	34	7	96	*113*	–21	4	113	*97*	8	—
1970 1st quarter	–22	10	112	*111*	—	– *1*	94	*101*	– 5	2
2nd quarter	36	19	135	*118*	38	12	96	*102*	– 1	1
3rd quarter	8	24	127	*127*	16	18	103	*107*	1	2
1970 May	17	11	130	*112*	11	*3*	97	*99*	1	1
June	5	3	135	*115*	10	4	97	*107*	– 2	– 1
July	– 3	3	133	*127*	5	4	103	*104*	—	– 1
August	10	13	125	*119*	11	7	102	*112*	1	3
September	1	8	124	*136*	—	7	104	*105*	—	—
October	14	13	126	*133*	5	9	123	*110*	1	—
3 months ended July 1970	19	17	133	*118*	26	11	99	*103*	– 1	– 1
3 months ended October 1970	25	34	125	*129*	16	23	109	*109*	2	3
Percentage increase			– 5	9			10	5		

(†) Durable goods shops, department stores, other general stores, general mail order houses and co-operative societies, non-durable goods departments.

HIRE PURCHASE, *continued*

The value of instalment credit sales by department stores in October was 17 per cent up on the same month last year; this followed a growth of 13 per cent in the third quarter and much smaller rises in the first and second quarters.

Other instalment credit retailers

Instalment credit sales in the month by general mail order houses, which account for over three-quarters of the credit business of this group of retailers, were 15 per cent more than in October 1969, rather more than the average for recent months.

Debt outstanding to this group of retailers increased by £4 million during the latest three-month period in seasonally adjusted terms.

Table 3. Hire purchase and other instalment credit outstanding

£ million end period

Owed directly to		Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242	239	237	238	237	238	241	245
	1970	246	244	240	240	241	239	239	240	240	241		
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27	27	28	27	27	27	28	31
	1970	30	30	28	28	28	28	29	28	29	29		
Finance houses	1966	881	884	885	894	905	909	915	898	873	849	827	797
	1967	782	770	758	754	750	754	765	771	774	784	795	782
	1968	784	793	807	809	815	816	820	825	823	823	823	808
	1969	800	798	801	804	804	810	809	811	808	804	800	787
	1970	780	783	787	804	815	825	830	841	841	846		
Total	1966	1,239	1,238	1,230	1,234	1,242	1,238	1,241	1,217	1,186	1,157	1,134	1,104
	1967	1,083	1,063	1,044	1,035	1,027	1,026	1,035	1,037	1,038	1,049	1,064	1,058
	1968	1,059	1,068	1,082	1,082	1,088	1,084	1,086	1,090	1,089	1,093	1,099	1,089
	1969	1,076	1,071	1,069	1,070	1,073	1,076	1,074	1,076	1,072	1,069	1,069	1,063
	1970	1,056	1,057	1,055	1,072	1,084	1,092	1,098	1,109	1,110	1,116		
Other instalment credit retailers †	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204	203	195	191	189	195	208	232
	1970	226	223	218	215	220	217	208	207	207	215		
GRAND TOTAL	1966	1,419	1,412	1,402	1,405	1,415	1,409	1,408	1,380	1,351	1,327	1,314	1,302
	1967	1,271	1,247	1,225	1,214	1,205	1,201	1,205	1,204	1,206	1,222	1,250	1,266
	1968	1,255	1,259	1,271	1,272	1,276	1,271	1,268	1,269	1,268	1,278	1,296	1,311
	1969	1,287	1,277	1,272	1,271	1,277	1,279	1,269	1,267	1,261	1,264	1,277	1,295
	1970	1,282	1,280	1,273	1,287	1,304	1,309	1,306	1,316	1,317	1,331		

†Comprising general stores (other than department stores), general mail order houses and co-operative societies non-durable goods departments.

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week *and percentage increases compared with a year earlier*

Average of 1961 = 100

(H.P. and other instalment credit sales in 1961 £ million)	Total of Selected kinds of Business (§)		Durable Goods Shops Total (†)		Department Stores		Other Instalment Credit Retailers					
							Other General Stores (‡) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)	
	(£673)		(£303)		(£54)							
1966	124	– 3	93	–17	103	– 1	125	– 6	184	11	93	– 2
1967	128	3	94	2	108	5	119	– 4	195	6	92	– 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1969	136	– 1	94	– 7	118	3	117	– 3	219	4	91	– 2
1966 1st quarter	115	2	97	– 9	95	8	96	–12	162	14	71	– 1
2nd quarter	119	—	90	–14	97	1	120	2	176	8	86	– 5
3rd quarter	111	– 6	86	–19	92	– 6	108	– 7	160	8	83	– 5
4th quarter	152	– 7	97	–26	128	– 5	176	– 6	237	6	134	1
1967 1st quarter	108	– 6	81	–17	89	– 6	90	– 6	170	5	69	– 2
2nd quarter	118	– 1	83	– 8	96	– 1	110	– 8	186	6	84	– 3
3rd quarter	116	5	93	7	100	8	103	– 4	167	4	82	– 1
4th quarter	170	12	122	25	148	15	175	– 1	256	8	131	– 2
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	– 1	175	5	84	2
4th quarter	173	2	113	– 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	–10	87	–22	98	– 7	89	– 7	187	– 1	65	– 7
2nd quarter	129	4	88	2	112	8	112	2	210	5	86	—
3rd quarter	120	—	91	– 6	107	4	95	– 7	187	7	83	– 1
4th quarter	178	3	113	– 1	156	5	175	1	294	6	131	– 1
1970 1st quarter	126	8	94	8	100	3	90	1	207	11	67	4
2nd quarter	138	7	96	9	118	5	115	2	225	7	88	3
3rd quarter	134	11	103	14	121	13	100	6	206	10	81	– 3
May	139	3	97	6	131	7	126	—	220	2	94	1
June*	134	6	97	11	111	9	111	2	214	3	90	11
July	129	10	103	14	141	21	108	9	182	6	84	6
August	131	13	102	15	105	9	95	7	206	15	80	– 2
September*	139	10	104	13	118	12	98	2	226	10	79	–10
October	186	14	123	14	152	17	140	7	327	15	93	8

HIRE PURCHASE, *continued*

Table 4 – *continued*

(H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops								Furniture Shops						Other Durable Goods Shops			
	Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143) (‖)		Radio and electrical, etc. goods shops (¶) (£82)	
1966	93	–17	100	–15	82	–19	95	–19	93	–15	94	–15	92	–15	92	–19	76	–21
1967	94	2	104	4	81	– 1	91	– 4	88	– 5	86	– 8	90	– 2	101	9	82	7
1968	102	8	113	8	87	8	96	5	90	2	87	1	94	4	113	13	90	11
1969	94	– 7	107	– 5	78	–10	84	–12	81	–11	79	– 9	82	–12	109	– 4	84	– 7
1966 1st quarter	97	– 9	101	– 9	90	– 9	106	– 7	95	– 2	95	3	96	– 6	97	–14	85	– 9
2nd quarter	90	–14	97	–13	79	–14	96	–14	91	–10	93	–11	89	– 8	88	–17	73	–18
3rd quarter	86	–19	96	–16	73	–23	84	–24	88	–18	90	–17	86	–18	85	–19	66	–24
4th quarter	97	–26	106	–22	86	–30	93	–31	98	–26	98	–28	98	–25	98	–24	81	–30
1967 1st quarter	81	–17	88	–13	71	–21	79	–26	76	–21	73	–23	78	–18	85	–12	70	–18
2nd quarter	83	– 8	93	– 5	69	–12	80	–16	76	–16	74	–20	79	–11	89	1	68	– 6
3rd quarter	93	7	103	8	78	7	89	5	84	– 5	79	–12	88	2	101	19	81	24
4th quarter	122	25	134	26	105	23	116	26	117	20	118	20	117	19	127	30	107	33
1968 1st quarter	111	38	121	39	98	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	3	77	– 4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	– 1	79	—	86	– 2	109	8	84	4
4th quarter	113	– 7	123	– 8	101	– 4	109	– 7	101	–13	96	–19	107	– 9	125	– 1	104	– 3
1969 1st quarter	87	–22	95	–21	77	–22	78	–27	71	–26	66	–28	77	–24	102	–18	83	–19
2nd quarter	88	2	102	4	69	– 3	77	—	78	– 3	80	—	75	– 7	99	9	71	– 2
3rd quarter	91	– 6	104	– 5	74	– 6	79	–11	77	– 7	74	– 7	79	– 8	105	– 4	79	– 6
4th quarter	113	– 1	127	3	95	– 7	104	– 5	97	– 4	95	– 1	99	– 8	129	3	104	1
1970 1st quarter	94	8	105	10	82	6	80	2	79	10	79	20	79	3	110	7	95	15
2nd quarter	96	9	111	8	76	10	88	15	83	7	86	8	80	6	109	10	82	15
3rd quarter	103	14	118	13	86	16	88	10	91	18	93	25	89	12	118	12	94	19
1970 May	97	6	112	5	76	5	92	15	81	—	85	—	78	—	112	9	84	13
June*	97	11	114	9	77	12	85	19	86	10	88	12	85	9	110	9	80	18
July	103	14	112	10	94	23	91	14	97	17	96	20	98	15	112	12	90	24
August	102	15	119	17	81	11	91	15	86	20	89	33	83	9	119	12	97	19
September*	104	13	123	13	83	14	83	4	90	20	93	25	87	15	121	10	94	14
October	123	14	139	16	103	16	109	– 4	110	19	111	27	110	13	137	14	105	16

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electrical showrooms and co-operative societies, durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (*) Comprises radio and electrical goods shops, cycle and perambulator shops.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month *and percentage increases compared with a year earlier*

Monthly average 1966 = 100

(£ million 1966)	All goods (£670)		Private cars, new (£132)		Private cars, used (£250)		Commercial motor vehicles – new and used (£78)		Motor-cycles, side-c- power assisted cycles (£16)		Caravans new and used (£15)		Farm equipment and tractors (£11)		Industrial and building plan: and equipment (£80)		Household goods (†) (£34)		Other goods (£54)	
1966	100		100		100		100		100		100		100		100		100		100	
1967	111	11	116	16	117	17	103	3	105	5	95	– 5	98	– 2	113	13	106	6	96	– 4
1968	115	3	110	– 5	117	—	117	14	109	4	118	23	95	– 3	110	– 3	127	20	117	22
1969	105	– 9	91	–18	101	–14	128	9	77	–29	114	– 4	96	1	105	– 5	107	–16	128	10
1966 1st quarter	118	– 2	130	–11	115	—	118	6	113	– 9	90	–12	87	30	115	1	116	–11	116	13
2nd quarter	129	– 9	142	–18	138	– 5	125	2	154	–22	133	– 1	105	21	114	– 9	101	–17	101	–12
3rd quarter	89	–21	83	–31	89	–23	89	– 4	92	–36	114	– 4	125	5	90	–17	90	–18	90	–14
4th quarter	64	–32	44	–48	58	–36	69	–25	41	–58	63	–17	83	–17	84	–15	94	–27	93	–16
1967 1st quarter	87	–26	83	–36	81	–30	91	–23	53	–53	80	–11	81	– 7	108	– 6	100	–14	94	–19
2nd quarter	113	–13	106	–25	115	–17	114	– 9	138	–10	114	–14	89	–15	127	12	96	– 5	98	– 2
3rd quarter	129	44	139	68	151	70	101	13	135	46	115	1	120	– 4	111	23	100	11	91	—
4th quarter	117	82	133	202	122	111	104	52	92	126	72	16	101	22	107	27	127	35	100	8
1968 1st quarter	129	49	139	67	131	63	133	46	103	96	110	38	85	5	122	13	136	36	121	29
2nd quarter	116	3	102	– 4	121	5	121	6	126	– 9	140	22	85	– 5	116	– 9	113	19	121	23
3rd quarter	113	–12	108	–22	123	–19	102	1	128	– 5	141	23	104	–14	98	–12	121	21	105	16
4th quarter	101	–14	92	–31	93	–24	112	7	79	–15	79	9	108	7	104	– 2	139	9	119	19
1969 1st quarter	102	–21	92	–34	96	–27	131	– 2	63	–39	92	–17	85	1	101	–17	116	–14	129	7
2nd quarter	114	– 2	103	1	114	– 6	139	15	93	–26	152	8	95	11	104	–10	99	–13	133	10
3rd quarter	106	– 6	95	–12	105	–14	118	16	90	–30	124	–12	103	– 1	108	10	98	–19	123	17
4th quarter	96	– 5	72	–21	89	– 4	124	10	64	–19	87	9	103	– 5	106	1	116	–16	126	5
1970 1st quarter	112	9	100	9	101	5	142	9	70	12	99	7	91	7	118	17	116	—	154	19
2nd quarter	135	18	119	16	122	7	169	21	109	17	165	9	109	15	141	35	109	10	199	50
3rd quarter	127	20	111	17	115	9	141	20	105	17	160	29	124	20	119	11	116	19	224	81
1970 May	130	16	112	15	119	7	159	15	121	27	150	9	89	– 3	138	41	105	2	188	37
June	135	20	118	23	118	5	162	18	106	16	185	25	119	22	137	26	106	10	233	74
July	133	22	96	27	122	8	153	24	114	24	180	33	115	17	137	13	112	9	247	85
August	125	14	132	7	108	5	133	13	99	3	142	41	129	25	107	3	113	22	218	68
September	124	25	106	23	114	15	137	21	103	27	158	17	128	19	114	16	123	26	205	93
October	126	15	100	13	114	7	151	9	101	17	132	2	134	9	132	13	130	13	207	73

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor-cycles but some returns do not distinguish mopeds from pedal cycles.

EFTA trade in the first nine months of 1970

EFTA TRADE, both imports and exports, was affected by the United Kingdom dock strike in July. Since the United Kingdom component is about half the EFTA total the distortions produced by the strike have had a significant effect on the level in the third quarter and any comparisons must, to some extent, be vitiated by the effect of the strike.

Total exports of the EFTA countries combined amounted to US$31,210 million in the first nine months of 1970, and were 12·6 per cent higher than during the first nine months of 1969. The value of total imports, at $37,118 million, was 15·6 per cent higher than a year earlier. All EFTA countries recorded increases in both imports and exports Portugal, Finland Austria, Switzerland and Norway all showed increases of over 20 per cent in imports, while the largest percentage increases in exports were recorded by Iceland and Austria, with rises of 51·9 and 20·7 per cent respectively. This high degree of expansion, especially in exports, is mainly attributable to the growth in intra-EFTA trade and in trade with the EEC.

Intra-EFTA trade

Trade between the EFTA countries (measured in exports) totalled totalled $8,646·4 million in the first nine months of 1970, an increase over the previous year of 18·6 per cent. Thus intra-EFTA trade once again showed a much greater increase than total trade. Only for Portugal, which recorded a slight fall in exports to other EFTA countries, did total trade expand more than trade with EFTA. The largest percentage increase in exports to other member countries was achieved by Iceland, with a rise of 64·7 per cent.

EFTA's total exports to each of the member countries (other than Denmark, Portugal and the United Kingdom) rose by over 20 per cent. The figures for the United Kingdom were affected to a certain extent by the dock strike.

EFTA-EEC trade

EFTA trade with the EEC reached new high levels in the first nine months of 1970. Compared with the same period of 1969 exports, at $8,272 million, were 15·9 per cent higher, while imports tose to $11,752 million, an increase of 19·8 per cent. Hence, on a comparison of the two periods, EFTA-EEC trade (measured in terms of exports from EFTA) increased more than total EFTA trade, though less than intra-EFTA trade. Iceland, Norway and Portugal all showed larger increases in exports to the EEC than to EFTA.

EFTA trade with the United States

EFTA exports to the United States during the first nine months of 1970 totalled $2,816 million and at this level were only 3.2 per cent higher than a year earlier. This follows an even lower increase (of 1·4 per cent) in the first nine months of 1969 compared with the same period in 1968, and is clearly the result of the low level of economic activity in the United States during the last two years.

Total imports from the United States during the first nine months of 1970 showed an increase of 12·4 per cent over the corresponding months of last year and totalled $3,635 million. All member countries increased their imports from the United States, though the United Kingdom showed a rise of only 5·2 per cent. The largest percentage increase, of 15·7 per cent, was recorded by Portugal.

EFTA trade with the rest of the world

After the very high increase in EFTA trade with the rest of the world during the first nine months of 1969, a more normal growth pattern was recorded in the first nine months of 1970. EFTA exports to the rest of the world were 8·6 per cent higher than during the same period of the previous year, while imports rose by 10 per cent. All member countries shared in the increase in imports, but Norway recorded a decrease of over 11 per cent in exports.

Developments during the first nine months of 1970

The development of EFTA's trade during the first nine months of 1970 can be best seen by comparing the averages of three months' trading figures, seasonally adjusted, at the beginning and the end of the period. Unfortunately, however, the national dock strike in the United Kingdom in July has seriously distorted the seasonally adjusted data, so that the three-month moving averages are less reliable than usual as an indicator of trend.

A comparison of the average of the three months to January 1970 and the three months to September shows a fairly rapid increase in total imports, but an extremely low expansion of total exports. Imports have been growing at an average of 0·9 per cent per month while exports have shown an average monthly increase of only 0·35 per cent. Imports, and in particular exports, were expanding much more rapidly up to July 1970, at rates of 1·5 per cent and 1·4 per cent per month respectively. The subsequent decline is mainly a consequence of the United Kingdom dock strike.

Intra-EFTA exports have tended to grow more than total exports, by an average monthly rate of 0·87 per cent, though a downturn in July slows down the trend average. Trade with the EEC, particularly exports, appears to have been affected less by the dock strike than trade with other areas. Exports, seasonally adjusted, have continued to rise since June, due mainly to the high import demand in two of the larger Common Market countries: total EFTA exports to the EEC grew at an average rate of nearly 0·9 per cent per month, while imports have risen by 0·77 per cent per month. Trade with the United States, on the other hand, has declined sharply as a result of the slowdown in the level of economic activity in the United States. Although there was a slight but sustained recovery in exports in the third quarter, exports have fallen at an average rate of nearly 0·8 per cent per month for the whole of the first nine months of 1970. The fall in imports, which began early in the second quarter, appears now to be flattening out, but imports show an average monthly decline of 0·6 per cent since January.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts, 1960 to 1970 during the week ended Friday, December 4, 1970. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
The Railway Children	Br/E 35175	108	December 1	MGM-EMI Distributors Ltd.	EMI Film Productions Ltd.
Aberdeen – By Seaside and Deeside	Br/E 35179	23	December 1	Twentieth Century-Fox Film Co. Ltd.	R. A. Riddell Black T/A Templar Film Studios.
Tall Ships	Br/E 35180	29	December 1	,, ,,	British Movietonews Ltd.
Mining Review No. 4 – 24th Year	Br/E 35183	10	December 3	Data Film Distributors Ltd.	National Coal Board.
Three Sisters	Br/E 35184	165	December 3	British Lion Films Ltd.	Alan Clore Films Ltd.
Movietone News 2165	Br/E 34945	8	December 4	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2165A	Br/E 34946	8	December 4	,, ,,	,, ,,
				FOREIGN	
Dirty Dingus Magee	F 35176	91	December 1	MGM-EMI Distributors Ltd.	Metro-Goldwyn-Mayer Inc.
The Aristocats	F 35177	78	December 1	Walt Disney Productions Ltd.	Walt Disney Productions.
Charlie the Lonesome Cougar	F 35178	74	December 1	,, ,,	,, ,,
Sanjuro	F 35181	94	December 1	Animated Motion Pictures Ltd.	Toho International Company Ltd.
The Great Chase	F 35182	91	December 1	Ranworth Film Services Ltd.	United Producers, Rome and Finestere Films, Paris.

AMENDMENT TO THE REGISTER:

The particulars of the film 'Candy' (F 33948) registered on February 26, 1969, have been amended to provide alternative playing times as follows: (a) 123 minutes; (b) 88 minutes, and the name of renter distributing the film in Great Britain to Cinerama Releasing (UK) Limited.

Production of man-made fibres in October

THE VOLUME of production of man-made fibres in October was 13 per cent higher than in October, 1969.

Total production by weight of man-made fibres in October was 3 per cent more than in October 1969 with output of continuous filament 2 per cent more and staple fibre 3 per cent more.

Man-made fibre production

million lb. (†)

	Total	Continuous filament (singles)	Staple fibre
1964	825·2	378·1	447·1
1965	862·1	396·4	465·7
1966	881·6	411·4	470·2
1967	955·1	438·4	516·7
1968	1,188·6	533·0	655·7
1969	1,221·2	556·6	664·6
1969 1st quarter	312·8	143·9	168·9
2nd quarter	316·8	142·6	174·2
3rd quarter	277·3	126·9	150·3
4th quarter	314·3	143·1	171·2
1970 1st quarter	323·6	139·8	183·8
2nd quarter	343·2	149·1	194·1
3rd quarter	327·9	133·9	194·0
1969 April	104·7	46·3	58·3
May	109·9	49·9	60·0
June	102·2	46·4	55·9
July	92·5	43·0	49·5
August	89·1	40·8	48·3
September	95·7	43·2	52·5
October	105·0	47·7	57·3
1970 April	116·3	49·9	66·4
May	113·8	50·7	63·1
June	113·0	48·4	64·6
July	115·1	46·9	68·2
August	100·4	41·8	58·6
September	112·4	45·1	67·3
October	107·7	48·6	59·1

(†) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 1 per cent less than the corresponding 'actual weight.'

Index of the volume of production of man-made fibres

1963 = 100

1964	117	
1965	129	
1966	142	
1967	154	
1968	201	
1969	213	
	Actual	Seasonally adjusted
1969 1st quarter	216	204
2nd quarter	221	211
3rd quarter	199	220
4th quarter	216	218
1970 1st quarter	228	215
2nd quarter	248	237
3rd quarter	234	259
1969 July	205	217
August	190	225
September	203	218
October	211	218
November	225	223
December	212	213
1970 January	228	222
February	224	208
March	233	216
April	253	238
May	249	234
June	243	239
July	238	253
August	219	260
September	244	264
October	240	248

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1969 and may be subject to slight revision when the complete figures for 1970 have been incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970, (page 375).

Inquiries Tel. 01-222 7877, Ext. 2867 or 2858.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Motor Cycles, Three-wheel Vehicles and Pedal Cycles for September 1970
Clothing for September 1970
Wood Chipboard for October 1970

Quarterly at 7s. 6d. [37½p] a year post free:

Telecommunication Equipment for Second Quarter 1970
Bedding and Soft Furnishings for Second Quarter 1970
Colours for Third Quarter 1970
Gloves and Mittens for Third Quarter 1970

Service and Distributive Series:

Monthly at £2 each a year post free:

Food Shops for October 1970
Clothing and Footwear Shops for October 1970
Durable Goods Shops for October 1970
Miscellaneous Non-food Shops for October 1970

Miscellaneous Series:

Monthly at £5 5s. [£5.25] a year post free:

Motor Vehicle Registrations for October 1970.

A complete list of titles of Business Monitor was last published in the *Board of Trade Journal* on September 23, on page 620.

An 18-man trade mission from the Leather Institute has been visiting Hong Kong and Japan from November 15 to December 4, led by Mr. J. D. Swanson, president of the British Leather Federation, and accompanied by Mr. G. G. Reaks, director of the Leather Institute. While in Hong Kong they mounted a successful two-day samples display. Pictured are buyers taking a keen interest in the products of West Coast Tanneries Ltd., Cumberland, Hamilton Palmer Ltd., Leicester, and Walter Reginald Ltd., London.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products.

Exhibitions and Fairs

Big market in disposable equipment for hospitals a feature of New York anesthesiologists' meeting

A report by R. Dixon, British Trade Development Office, New York

THE ANNUAL meetings of the American Society of Anesthesiologists provide medical workers from all over the United States and from abroad with an opportunity to bring themselves up-to-date with latest developments in this area of specialist medicine.

This year's meeting in New York City (October 17-21) at the New York Americana Hotel attracted 5,700 visitors, mostly specialist physicians, nursing staff and medical technicians, supplemented by hospital administration, personnel, and procurement officers.

The latest developments and concepts in anaesthetics, and state of the art procedures in anesthesiology, were promulgated through a programme of lectures and seminars, day long closed circuit television presentations, clinical workshops and an impressive technical exhibition.

Included amongst the 104 firms exhibiting were four British firms participating in a joint venture sponsored by the British Surgical Export Group, and one British firm Eschmann Bros. and Walsh Ltd. (Glaxo Group) exhibiting through its Canadian subsidiary, Eschmann-Canada Ltd.

Good reputation

In most areas of medical technology British equipment is regarded with favour and respect in the United States, and the style and ingenuity of items presented at this show substantiate this reputation.

Amongst the products introduced by the British Oxygen Co. was a range of electro-medical devices including an apnoea alarm mattress (for detection of cessation of breathing in the premature baby), an inexpensive lightweight cardioscope, a fetal heart monitor and a hand held battery-driven peripheral nerve stimulator.

With an alert eye to the growing disposables market in the United States, both Warne Surgical Products (William Warne & Co.) and Portex Ltd. (Smiths Industries) were exhibited a range of sterile pre-packed pvc disposable endotracheal and tracheostomy tubes, suction catheters and other items and accessories associated with medical intubation procedures.

Spokesmen for both companies, which together already claim an appreciable slice of the United States disposable eno-tube market, predicate the continuation of the present trend towards the use of disposables in American hospitals, increasingly in areas where re-usable equipment and materials have been traditional.

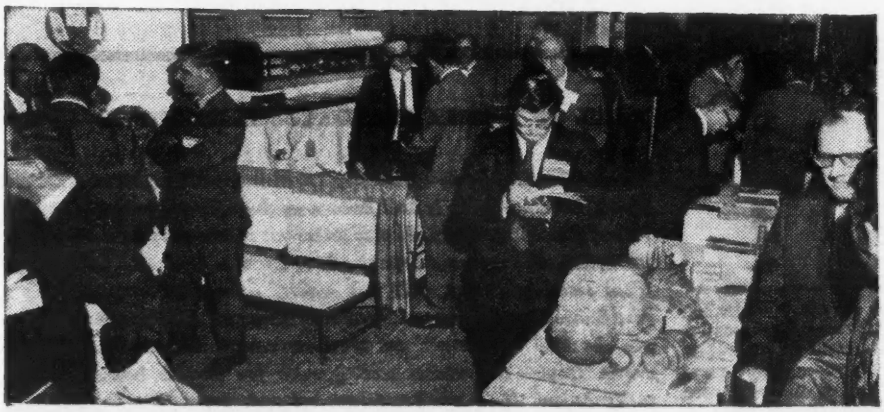
Soaring costs

There are a number of reasons for this, by far the most important being the soaring labour costs associated with established sterilization and laundry procedures in America's (commercially operated) hospitals and treatment centres.

Considerable interest was stimulated by Longworth Scientific Instrument Co.'s clip-on prism assembly for their Macintosh laryngoscope producing a total refraction of 30° in the light path. A comprehensive range of laryngoscopes, and bronchoscopes was presented by this firm together with vaporigens and conducting rubber accessories for anaesthesia systems.

All participants reported that good contacts were made at the show with physicians who would directly or indirectly influence the purchasing policies of their various institutions and hospitals.

It may be interesting to record the serious involvement of most American physicians on industrial and commercial activities associated with medicine, largely because their own methods of remuneration are often closely linked to the continual profitable growth, expansion and diversification of the hospital with which these are associated.



A general view of displays at the annual meeting of the American Society of Anesthesiologists in New York.

BA 70 orders likely to top £10 million

INITIAL ESTIMATES indicate that almost £3,500,000 worth of firm orders were taken at BA 70, the British Industrial Exhibition in Buenos Aires (November 4-15), states the British Embassy, Buenos Aires. Orders for a further £10 million are anticipated.

Parisians to see design show

IN THE spring, Parisians and visitors to the city will have an opportunity to see a major exhibition about British design. At the invitation of Francois Mathey, Director of the Musée des Arts Décoratifs, Louvre, an exhibition entitled 'L'Idée et la Forme – Design en Grande Bretagne' is to be staged in the Musée, scene of several highly successful exhibitions in recent years.

By dealing with design in the widest sense the exhibition will show how good design can, and does, bridge the gap between today's advanced technologies and human needs.

The exhibition will be mounted by the Central Office of Information on behalf of the Foreign and Commonwealth Office, with the collaboration of the Council of Industrial Design.

The exhibition will be open from March 31 to May 31, 1971.

Soviet market for airport and aircraft equipment

A report from the British Embassy, Moscow

AEROFLOT, the world's largest civil airline which already handles 70 million passengers a year, is planning for further rapid expansion both at home and abroad in the next decade.

This will include the building, or re-building, of several airports including the international airports at Moscow and Leningrad.

There is likely to be a demand from the West for domestic equipment for passenger aircraft (including catering, air conditioning and sound entertainment equipment), and equipment for passenger and baggage handling at airports, including automated seat booking and passenger information systems.

The best opportunity to enter this market will be provided by an exhibition arranged to cover these fields, to be held in Moscow from March 16-26, 1971.

Any firm interested in applying for space in the British section should immediately contact Mr. J. R. Schaffer, Fairs and Promotions Branch, Department of Trade and Industry, Tower Block, Hillgate House, 26 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7246).

Six Government Depts. show at Olympia

THE CIVIL Service Commission have a stand at the first national careers exhibition, 'Opportunities 70,' sponsored by the *Daily Express*, at Olympia, December 8-15.

Over 50,000 school-children are expected to attend.

Young civil servants have been chosen to man the Commission's stand and to discuss careers openings with visitors. They will also provide free careers booklets.

Five other government departments will have stands covering recruitment in their own fields: the Department of Employment, DHSS, DOE, DTI and DES.

Ever increasing role of containerization emphasized at Munich show

A TOTAL of 221 companies from 15 different countries took part in 'Containerization 70,' which was held in Munich from October 21-25.

The exhibition, which covered 40,000 square metres, was the first of its kind to be held in Munich.

In a joint venture organized by the London Chamber of Commerce in conjunction with the Department of Trade and Industry, 12 British companies were unanimous in their view that 'Containerization 70' had true international significance, and were most impressed by the quality of visitors to the exhibition who came from all over the world.

Public visitors, as opposed to trade visitors, were minimal in number and therefore almost all visitors represented good business potential.

Although, as was to be expected at a specialized event of this type, no substantial orders were reported during the exhibition, British participants were confident, however, that business would result from the exhibition.

It was particularly valuable in that it enabled British companies to consolidate existing contacts and to establish new ones, to increase sales support for their German agents, and to establish a basis from which further inquiries and negotiations will follow from many overseas countries.

The fair also offered a first-class opportunity for firms to assess the latest state of the art amongst their continental competitors.

Container traffic promotion

The only reservation was that participants felt that Hamburg, where the first containerization exhibition was held in 1968, was, because of its port facilities, perhaps better suited to the promotion of container traffic. However, they appreciated that Munich also provided a good location for 'Containerization 70' in view of its central position in Europe, at the intersection of east-west and north-south international routes.

It is, of course, also an important industrial centre and one of the largest transit points for the fruit and vegetable trade in Central and Southern Europe.

The overall opinion among both domestic and foreign exhibitors was that containerization as a means of transport has an ever increasing role to play in the future.

Exhibitions, such as 'Containerization 70' will continue to serve as a means for improving methods of bulk transport which in this modern day and age is a worldwide problem.

Future containerization exhibitions will be held in Hamburg in 1972 and in Munich in 1974.

Cutting the cost of collecting data on air pollution

MODERN AIDS which cut the cost in time and manpower of carrying out field surveys on air pollution will be demonstrated by Warren Spring Laboratory at the International Clean Air Exhibition, being held in Washington DC (December 6-11).

Through the introduction of more sophisticated equipment it is now possible to devise comprehensive and flexible systems for collecting and processing automatically information on pollution and meteorological conditions.

The Laboratory has been developing for a number of years the use of battery operated samplers and associated selective switching and data logging equipment.

Awards for United Kingdom seeds at Toronto fair

BRITISH SEED growers and merchants were again among the prizewinners at the Royal Agricultural Winter Fair, Toronto (November 13-21).

The world championship for barley was awarded to Messrs. Alex J. Blackhall and Co., Millhead, Tarland, Aberdeenshire, for an exhibit of Sultan barley.

BRITISH RAJ: 1870-1890

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Painted by Richard Simkin (1891)

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A magnificent panoramic scene by **Richard Simkin** which has no counterpart, translated into an impressive **mural** to decorate residence/office, or under glass on dining/board room table.

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ANECDOTE

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Good results achieved at International Office Machinery and Equipment Exhibition (Interbiro), Zagreb

A report from the British Consulate-General, Zagreb

THE YUGOSLAVS held their first exhibition of this kind last year, and its success was repeated this year (November 16-21) on an even bigger and better scale. The number of exhibitors (300) and the area covered (30,000 square metres) were each 50 per cent higher than last year, and firms from a total of 20 countries took part.

The British joint venture was organized by the Business Equipment Trade Association, in conjunction with the Department of Trade and Industry. It consisted of 13 firms.

They were all, with one exception, grouped together in a good location. ICL, the exception, were housed with the other computer 'giants' in the hall mainly devoted to this side of the industry. Copycat and Norprint were present as independent exhibitors with stands organized by their local agents.

With perhaps two exceptions, all exhibitors were pleased with the outcome of the week's activities. It was particularly heartening, seeing ICL's attractive cylindrical-shaped stand, to know that their sustained effort and hard work in this market have proved well worthwhile

Rank Xerox, old hands in this market, were highly satisfied with results, and found Interbiro better suited to their purposes than the large general Zagreb Autumn Fair. They, and others, had also been impressed by the seriousness of inquiries.

Kodak Ltd., exhibiting in Yugoslavia for the first time, reported an extremely active and successful week. Apart from immediate results, they hoped for substantial future business. A great deal of interest had been shown in their microfilming equipment.

Gem Photocopying, another firm making its debut – with wall-mounted copying equipment for drawing offices – said they had been surprised by the interest shown. They had appointed an agent and hoped to do good business as a result.

Master Addresser (small hand-operated addressing machines) were another firm who took this opportunity to appoint a local agent.

Lamson Industries were among the most highly pleased. They had experienced a hectic week, with good business concluded and in prospect.

ICC Machines (coin counting machines) reported orders which would keep them going for several months. Their customers included the Yugoslav Treasury and the railways.

Gestetner Ltd.'s local agents had sold all the equipment on their stand and were well satisfied with the number of inquiries received.

Competition at the exhibition was strong, West Germany and the United States being particularly well represented. Japanese firms also exhibited in some style. On the other hand, the Italians, Yugoslavia's foremost trading partner, mustered one exhibitor only.

It seems clear that Interbiro has now established itself as a serious and worthwhile specialized exhibition by all producers of office machinery and equipment who are involved, or starting, in the export business.

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibtions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in* Trade and Industry.

Another good start to the International Gift Fair

THE 22ND International Gifts Fair, Blackpool, will open its doors to buyers from all over the world on Sunday, January 31, 1971. As usual, the event is 'sold out', no mean achievement for an exhibition occupying some half million square feet of exhibition space.

Giftware of all descriptions will be on display from some 1,200 exhibitors.

The fair started in 1950 in Harrogate with 17 exhibitors. By 1956 it had outgrown its accommodation and moved to Blackpool, where it now occupies four separate venues.

More than 50,000 publicity leaflets have been mailed to overseas buyers and organizations and a record attendance is expected at the fair, including many thousands of visitors from overseas.

At the last fair, sample orders estimated at £16 million, including £7·5 million export orders, were taken.

'Edinburgh becoming electronics capital of Britain'

—Lady Tweedsmuir

SCOTLAND'S RAPIDLY growing electroncis industry went on public show for the first time during November when more than 60 companies, exhibiting a variety of electronic equipment products, ranging from TTL interface circuits to digital modules designed for noisy conditions, took part in the Scottish Electronics, Controls, Instrumentation and Components Show in Waverley Market, Edinburgh.

The three-day event, the largest display of its kind ever to be staged in Scotland, gave the public and electronics experts alike the opportunity of seeing what is happening in an industry which is growing at an amazingly fast rate.

Lady Tweedsmuir, Minister of State at the Scottish Office, who opened the show, made particular reference to the way the electronics industry in Scotland has grown since the end of the war.

She said that at the last count there were no fewer than 50 electronic establishments within a radius of 30 miles of Edinburgh.

One of the world's leaders

'The electronics industry is very important to Scotland. Today it employs over 30,000 people. Scotland now ranks among the world's leaders in suppliers of computers and related equipment. The city of Edinburgh is well on the way to becoming the electronics capital of Britain. It can aspire to this title not only because of its achievements in this field, but because of its geographical positioning in a complex of electronics companies,' she added.

The exhibition, which opened on Tuesday, November 24, was very much a 'showcase' of what has already taken place in the industry and what is likely to follow.

A display of memory products from Mullard Ltd. of London was particularly impressive and included a revolutionary new mosaic printer and a range of magnetic core store memory systems. The company also displayed their new range of thumb-wheel switches, semiconductors, rectifiers, thyristors and triacs.

The control systems division of Gresham Lion Electronics Ltd., members of the Gresham Lion Group, demonstrated their MICOS digital modules designed for work in noisy atmospheres which can be used to control small or large control systems. Graham Transformers Ltd. showed a range of exhibits which they claimed had 32 years of design and manufacture behind them.

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During the International Food Fair in Helsinki, Mr. W. B. J. Ledwidge, British Ambassador, visited the H. J. Heinz & Co. Ltd. stand. Here (left) he talks to Mr. D. G. Davies, H. J. Heinz & Co. Ltd., and Mr. M. Luoma, sales manager (Heinz-Finland).

British firms exhibit in largest foreign national pavilion at Helsinki Food Fair

A report from the British Embassy (Commercial Department), Helsinki

THE LONDON Chamber of Commerce, in conjunction with the Department of Trade and Industry, organized a joint venture at the Helsinki International Food Fair, at the Suomen Messut, Helsinki, from November 11-15.

The British Pavilion, which comprised two island sites with a total area of 360 square metres, was the largest foreign national pavilion at the Fair, and included an information stand with a small area for discussion attached.

Fourteen British firms exhibited covering a wide range of confectionery, biscuits, tinned preserves, tinned soups, tea, canned fish products and mineral waters.

The total number of stands at the Fair amounted to 92 on which 370 companies were represented. The net area of exhibition space was just under 4,000 square metres, and the Fair attracted 29,000 visitors, of which 13,000 were admitted on trade passes.

Other countries

In addition to the British stands, the following countries mounted official pavilions: Algeria, Denmark, Federal Republic of Germany, France, India, Israel and the Netherlands.

The Fair was opened by Mr. Arne Berner, Finnish Minister of Trade and Industry, and the general concensus of opinion among the exhibitors was that it was the best of its kind so far to be held in Helsinki.

The British participation was part of the Trade Drive, 'Britain in Finland, 1970'.

As part of the Drive, eight British firms participated in 'K.T. '70,' the Business Machines and Equipment Exhibition at the Suomen Messut, Helsinki from October 19-24.

In addition, 26 other British firms were exhibiting either independently, or on their agents' stands.

The British joint venture presentation was organized by the Fairs and Promotions Branch of the Department of Trade and Industry in conjunction with the Business Equipment Trade Association.

A total of 42,205 people attended the exhibition which occupied a total area of 5,600 square metres, and attracted nearly 300 firms.

British exhibitors considered their participation to have been very worthwhile and mentioned that substantial orders had been booked during the period of the Exhibition.

On the British stands a wide range of duplicators, copiers, offset printing, marking and addressing machines was shown together with computer software and postage meter mailing machines.

This was the fifth major British Exhibition to have been staged during the Drive.

Birmingham Chamber boosts Britain in Scandinavia

BIRMINGHAM CHAMBER of Commerce and Industry, in collaboration with the Department of Trade and Industry, is to sponsor British industrial participation in two of Scandinavia's major industrial exhibitions in the autumn of 1971.

These are the Helsinki Technical Fair (September 14-18) and the Stockholm Technical Fair (September 29-October 2).

Both Finland and Sweden provide continually developing markets for British engineering goods. One of the main recommendations made in the report published by a Chamber-sponsored trade mission which visited Finland in April this year was that it should follow up the undoubted successes then achieved by providing an opportunity the following year for Chamber member-firms to benefit from the tremendous openings created for United Kingdom products as a result of the British Trade Drive in Finland, 1970.

The Helsinki Trade Fair this September was very successful indeed, especially for British manufacturers of industrial equipment. To take further advantage of the interest in engineering products, the organizers have decided, from 1971, to divide it into two specialized events – technical and consumer.

The Chamber's stand will be at the first all-technical fair which is open to trade and technical products, e.g. capital goods and allied equipment for the engineering, metal-working, electrical, chemical, rubber, plastic, transport and forestry industries.

The Stockholm Technical Fair, always well supported by British manufacturers, is also open to trade visitors only and displays capital goods, metal-working equipment, workshop plant, electrical engineering, plastic and chemico-technical products and most other industrial equipment. It also has a large section for building products.

For manufacturers interested in these exhibitions, the Chamber is to arrange a 'package deal' with detailed assistance and quick transport of exhibits from Helsinki to Stockholm. As an inducement to exhibit at both fairs, the Chamber is offering a reduced participation fee.

Under joint venture terms, exhibitors are offered free space and shell stand structure, as well as which the DTI is prepared to pay 50 per cent of the cost of translation of literature specially produced for one or both exhibitions.

The Chamber will provide the services of an interpreter, operate an information counter, provide a furnished lounge area with store and telephone and generally accept responsibility for most of the detailed organization.

Report on Overseas Trade

Prepared by the Statistics Division of the Department of Trade and Industry

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices ". . . *essential statistical data on the really important . . . aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times*

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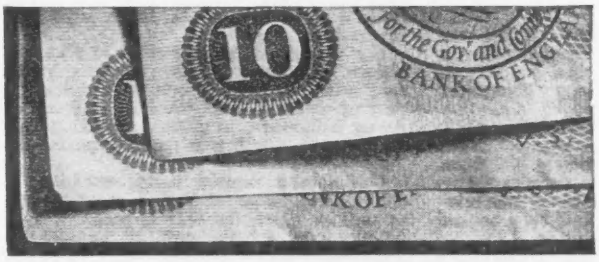
HMSO

BSR AIM AT JAPANESE MARKET

BSR Ltd., Cradley Heath, are to launch a major export drive for their new BSR McDonald range of record changers in the Japanese market. The range is designed for serious hi-fi enthusiasts. BSR are already well placed in Japan, with sales of their standard range accounting for almost 50 per cent of the market. Twenty years ago the first BSR auto-change came on the market and in 1970 BSR units account for 72 per cent British and 45 per cent total global sales. Our picture shows final testing of the BSR McDonald MP60 single-play unit by Mr. Nadine Hamilton, production line supervisor.



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Firms stay on after Pulisan to give demonstrations in Italian factories

A report from the British Consulate-General (Commercial Section), Milan

CLEANING AND sanitation are topics which have made headlines in Italian newspapers recently when refuse was piling up on the pavements in Britain, so it was timely in a way that eight British firms, members of the British Institute of Cleaning Science, came to Milan recently to exhibit equipment and products designed to keep offices and public places clean.

And they did very well, too. They found that most of the equipment in use in Italy is either imported or manufactured under licence, and they were pleased with the amount of interest which the Italians showed in their products.

Although the Pulisan Industrial Cleaning Maintenance and Sanitation Exhibition (November 3-8) was a small one, and the number of visitors relatively low, both exhibitors and visitors were plainly set on doing business. There was no general public and nothing was offered to entertain them. This, one might say, is how things should be at a small, highly specialized show such as this.

All of the firms were able to make valuable contacts with potential agents, importers and end users. One firm, Brichem Ltd., made such a good job of cleaning and polishing the corridor in front of their stand that the Milan Fair Authorities gave them a contract for the supply of their cleaning products for general use throughout the whole of the Milan Fairground. In addition, Brichem managed to sell nearly all of the machines on their stand.

The other firms all reported satisfactory business. Some of them stayed on after the show to give demonstrations in Italian factories.

Pulisan was the first exhibition of this kind to be held in Milan. The British firms took part in a joint venture group sponsored by the British Institute of Cleaning Science, and assisted by the Department of Trade and Industry.

The next Pulisan will be held from October 14-18, 1971.

Orders worth £35,000 placed at sixth British Engineering Days, Prague

A report from the British Embassy, Prague

THE NOW almost traditional British Engineering Days took place in Prague on November 16-20. Twenty-two firms took part in response to a 'shopping list' drawn up by the Czechoslovaks, so that there was almost always a direct and positive interest on the part of the Czechoslovaks in the products and techniques exhibited.

As usual the organizers concentrated on attracting senior technical and commercial personnel in the leading national enterprises and Foreign Trade Corporations, and invitations and advance notification of firms participating were sent to these people.

Technical lectures by representatives of various firms were, as usual, an important integral part of the Engineering Days, and in the main were well attended (the average attendance on the first day was 90 and very few lectures attracted less than 50).

Although the firms who participated represented a wide range of British industry, there was particular emphasis on machinery for packaging (four firms), and process control instrumentation and mechanical handling, since the Czechoslovaks have recently been showing particular interest in these types of equipment. Indeed, Czechoslovakia, because of acute labour shortage, is interested in any automated techniques which tend to increase labour productivity.

Licences to manufacture

One of the outstanding successes of the Engineering Days was in the field of packaging, where I. D. Packaging booked orders which, when completed should be worth £35,000, and sold to the Czechoslovaks licences to manufacture two of their machines.

There will certainly be more opportunities for sales in Czechoslovakia under the next Five-Year Plan, due to be announced early next year, of all types of labour-saving machinery.

The emphasis was, however, on making and renewing contacts with a view to subsequent sales rather than immediate contracts.

Czechoslovakia remains a country where the long view of the market is the only sensible one to adopt, but the rewards for the persistent are certainly worthwhile.

At the opening of the British Engineering Week in Prague, organized by the London Chamber of Commerce as a joint venture with the Department of Trade and Industry, are (left to right) Dr. Antonin Mrázek, Deputy Minister of the Czechoslovak Federal Ministry of Technology; Mr. Howard Smith, the British Ambassador; Ing. Milan Kubát, Deputy Minister of the Czechoslovak Federal Ministry of Industry; and Mr. A. E. Tausig, Crane Packing Ltd.

INDEX INQUIRIES

Inquiries about the detailed contents of Trade and Industry *(dates on which particular articles, etc., were published) should for convenience be made to the DTI Library* (01-222 7877, Ext. 3038) *who compile the half-yearly index.*

Special exhibition for American trade buyers

A MAJOR exhibition at London's Design Centre specially aimed at a particular export market will display well-designed modern British consumer goods available for the North American market, and will cover the entire ground floor exhibition area of The Design Centre, 28 Haymarket, London, SW1.

Called 'UK to USA', the exhibition is being mounted at the suggestion of four of the largest American Buying Houses in London: Associated Dry Goods (UK) Ltd.; Associated Merchandising Corporation; Gimbel Brothers; and R. H. Macy & Co. Inc.; and will run from February 8 to April 3.

American trade buyers visiting London in the Spring will have an opportunity to examine some 700 to 800 exhibits at The Design Centre, including china/earthenware, glass, furniture, toys, metal tableware, kitchenware, housewares, gifts, jewellery, lighting, carpets and floor coverings and household textiles.

All the items will be displayed in categories so that buyers can examine the group of products which particularly interests them.

Personal assistance

Special facilities to be made available to American buyers during the run of the exhibition will include personal assistance in contacting British manufacturers, and an information room supplementing the main display with trade literature and further details of ranges.

The Council of Industrial Design offers a regular service to overseas buyers with information staff to attend to particular buying problems; a free postcard inquiry and local telephone service to contact Design Index manufacturers or distributors to obtain export prices, delivery dates or other information and the use of an office in The Design Centre. Overseas trade buyers and agents are also regularly sent lists of new products accepted for the Index.

New fair concept in Cologne

COLOGNE'S EXISTING Spring International Household Goods and Hardware Fair will, from 1971, be separated into two fairs each with its own particular emphasis.

There will be an International Housewares and Domestic Appliances Fair (February 14-17) and an International Hardware Fair (March 7-10).

The Spring fair has grown to such an extent that it was, in many cases, impossible for trade visitors to obtain a thorough and complete picture of the market. Exhibitors found it difficult, and sometimes impossible, to give individual attention to their customers on the stands.

More new products at The Royal Smithfield Show

THE VERY latest in agricultural machinery – from luxury tractor cabs with radios and cigarette lighters to a new form of mechanized treadmill – are on show at Earls Court, London, at the 1970 Royal Smithfield Show (December 7-11).

This year's event has attracted more than 350 exhibitors in the agricultural machinery section.

In addition, there are over 1,000 entries in the livestock section, plus 326 entries for the carcase category.

For five days the Show will be the largest covered exhibition of farming equipment and animal husbandry in the United Kingdom.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

MR. RICHARD WOOD, Minister for Overseas Development, who recently visited Pakistan, signed a loan agreement for £3 million in Islamabad. The Agreement provides for the loan to be spent on British goods and services needed by Pakistan to help their economic growth. The loan is interest-free and repayable over 25 years with a seven years' grace period.

The new loan agreement is part of the pledge of £10 million of aid to Pakistan for the year 1970-71 made by Britain at the annual Pakistan Consortium meeting organized by the World Bank in Paris in July.

Inquiries relating to this notice should be addressed to Commercial Relations and Export Department, the Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7878, Ext. 2278) quoting reference number CRE 995/70.

ECGD backs £2 million sinter plant contract for Brazil

THE EXPORT CREDITS Guarantee Department signed a Buyer Credit Guarantee on December 3, covering the financing of a contract for the design, manufacture and supply of equipment for an iron ore sintering plant to be built near Rio de Janeiro.

The £2 million contract is between Head Wrightson Process Engineering Ltd., of Teesside and Companhia Siderurgica Nacional (CSN) of Brazil. Under the contract Head Wrightson will design and supply a 12 ft. wide sintering machine, rotary sinter cooler and all ancillary equipment for the Brazilian company's integrated steel-works at Volta Redonda. Delivery of all equipment will be completed within 16 months from the effective contract date.

In gaining this order Head Wrightson beat keen competition from plant contractors in Japan, France and Germany.

A loan, of more than £1.7 million, to meet 85 per cent of the value of United Kingdom goods and services is being made available by Baring Brothers & Co. Ltd., who are acting on behalf of a syndicate of banks comprising Barclays Bank Ltd., Lloyds Bank Ltd. and Midland Bank Ltd. The loan is repayable over a period of 10 years from the scheduled date of delivery.

Mr. John Macdonell (left) of Hill Samuel & Co. Ltd., merchant bankers, and Mr. Thomas Ericsson of Stal-Laval Turbin A.B., following the signature of a financial agreement which established a £2 million Line of Credit for the purchase of British goods and services. They are examining a Stal-Laval AP marine propulsion unit containing epicyclic gearing manufactured by W. H. Allen Sons and Co., a member of the Amalgamated Power Engineering Group, who will be one of the first British exporters to benefit from the Line of Credit provided by Hill Samuel and guaranteed by the Export Credits Guarantee Department.

Hints to business men booklets

REVISED EDITIONS of the booklets on Curacao, India, Japan, Malagasey Republic and United States, have been published in the 'Hints to business men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room CO7, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Department of Trade and Industry.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-606 6699). *The department has 20 local offices in various parts of the United Kingdom. A list is given on page six of August 19 issue of the* Board of Trade Journal.

important message to all exporters and importers

Have you thought of using chartered aircraft?

Charter can be tailored to the exact needs of the exporter/importer. The nature and size of each load, its time and date of shipment, its departure point and destination, as well as its frequency—air charter can be adapted to suit all these varying factors. You can use your nearest airfield and rates on bulk shipments are particularly good.

We are issuing regular 'Empty Leg' bulletin recording aircraft movements throughout the world, aircraft type, payloads and dates. To be included in our mailing lists for this invaluable information, or for further details on our service please contact Allan Telling.

HUNTING GIBSON AIRCHARTERING LTD

Cunard House, 88 Leadenhall Street, London, E.C.3. Tel. 01-283 1050. Telegrams: Blueribair, London, E.C.3. Telex: 261505 and at the Baltic Exchange, London, E.C.3. A HUNTING GROUP COMPANY.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the October 7 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page viii October 7 issue* Board of Trade Journal*) or the Export Services Division, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel.* 01-248 5757*).*

OUTWARD MISSIONS

New series of missions

THE British Hotel and Public Building Equipment Group Ltd. (HOPBEG) announce a new series of trade missions aimed at increasing Britain's share of development works in booming overseas tourist resorts. First of the missions are to Cyprus and Greece, from February 7 to 20, 1971, and Kenya, Uganda, Tanzania and Zambia, HOPBEG's first mission to East Africa, from March 13 to 27, 1971.

HOPBEG is sponsored by the British National Export Council and all missions qualify for BNEC subsidy.

The market potential for equipment and furnishings required for new hotels and similar developments in Cyprus in the next two years is estimated by HOPBEG at £2.8 million. Not included are replacements and renewals of consumer durable goods and the refurnishing of existing hotels to meet new standards introduced last year.

East African tourist centres are estimated by consultants to be developing at the rate of 2,000 to 2,500 beds a year as more and more tourists turn their attention away from the traditional European resorts and package tour operators move in. Individual growth rates for tourists are estimated at: Kenya, 20 per cent; Uganda, 23 per cent; Tanzania, 15 to 20 per cent; and Zambia, 15 per cent.

Later missions next year will visit Jamaica, Barbados and Trinidad (May 15 to June 6) and Singapore, Australia, New Zealand and Fiji (July 30 to September 7).

Companies engaged in hotel and public building equipment and allied services interested in taking part in any of the missions or requiring further information should contact HOPBEG's offices, 10 Carteret Street, London, S.W.1. Closing date for applications for inclusion in the Cyprus/Greece and East Africa missions is December 30.

Vienna visit

A SMALL BNEC-sponsored mission of six members of the Bristol and West Exporters Club visited Vienna recently. Their products included leather of various types, electronic equipment, fan drives for vehicles, printing presses and plastic machine components. They were generally satisfied with their visit: at least one firm booked an order; two were already represented in Austria and were able to consolidate their position, and another appointed an agent. A number of useful new contacts were made which should help the firms to develop their sales in the market.

Success in Finland

INITIAL ORDERS worth £200,000 have been won as a result of the recent week-long Scottish Export Committee trade mission to Finland. Because of the interest shown by Scottish manufacturers, a second mission to Finland is planned by the Committee for February next.

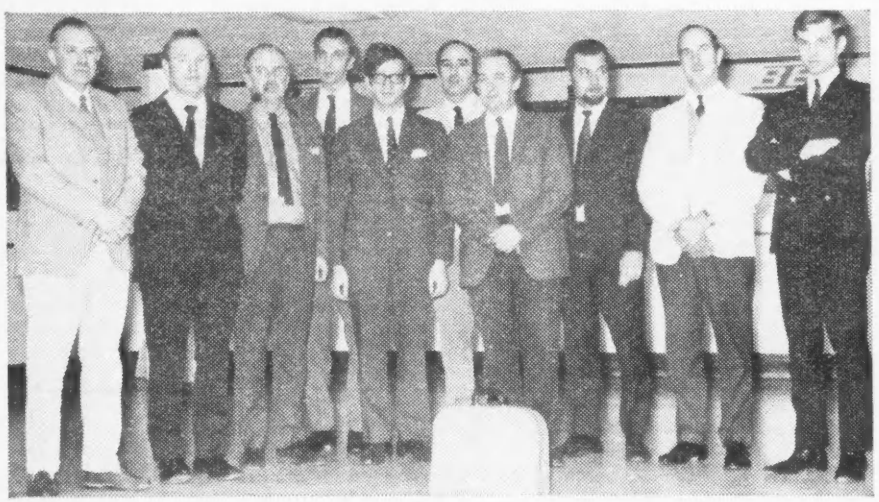
In addition to the orders secured, new outlets were established, technical problems resolved, agents appointed, promotions planned for 1971, franchise arrangements discussed and market opportunities uncovered. In discussion with businessmen and officials, it was emphasised that the Scottish exporter could only sell effectively through regular visits to the market. The Finns recommended that biannual visits should be undertaken, since communications between Britain and Scandinavia are such that Sweden, Norway, Denmark and Finland can be visited within six days.

Companies from all over Scotland were represented on the recent 14-man mission, with a range of products including paper-making machinery, microwave instrumentation, marmalades and touring caravans.

The leader of the mission was Mr. A. S. Kyle, managing director of Robertson, Ireland & Co. Ltd., Dundee.

British athletic equipment made by Accles & Pollock Ltd. is a top-seller in Canada, where sales are handled by Fred Martin Agencies, Winnipeg. One of the firm's chief executives, Mr. Rolf Martin, is seen (left) in this picture examining Apollo relay batons and javelins at the Oldbury plant of Accles & Pollock with Mr. John Hall, the company's sales manager responsible for athletic equipment. Behind them is a regular monthly shipment of Apollo javelins, starting blocks, relay batons, vaulting poles and jumping laths for Canada, all packaged for despatch. Mr. Martin visited the United Kingdom to see the company's new £700,000 sporting goods department and to discuss new items of athletic equipment which Accles & Pollock are developing. British-made Apollo equipment has featured in every major track and field event in Canada during the last 10 years, Mr. Martin tells us.

SALES MISSION TO LATIN AMERICA



VARIG Brazilian Airlines recently carried members of the Surrey and Hants Export Club on a Latin America sales mission – three countries in three weeks (Brazil, Argentina and Chile). Firms participating were: Admel International Ltd., British Insulated Callender's Cables Ltd., Efco Ltd., Housemann & Thompson Ltd. Monolines Ltd., Rediffusion Reditune Ltd., RFD-GQ Ltd., Sonicaid Ltd., Switchgear & Equipment Ltd. Vokes Ltd., and PR Features Ltd. Our picture shows some of the participants: (left to right) Mr. V. A. Allen, Mr. A. J. Evans, Mr. E. J. Browning, Mr. I. P. Hunt, Mr. R. E. Cohen, Dr. M. Berwyn-Jones, Mr. J. R. Winter, M. D. Llovet, Mr. K. A. Wheeldon and Mr. R. Rouse, VARIG passenger sales representative.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.1;* 134 *Castle Street, Edinburgh* 2; *Brazennose Street, Manchester* 2; 258 *Broad Street, Birmingham* 5; 109 *St. Mary Street, Cardiff;* 50 *Fairfax Street, Bristol* 1; 7-11 *Linenhall Street, Belfast; or through any bookseller.*

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Prompt aid to Pakistan

Following the tragedy in East Pakistan, the aftermath of hunger and deprivation caused to thousands of lives resulted in a world-wide response for immediate supplies. But just as important as the need for food was the necessity to provide means to sterilize emergency water supplies. Oxfam contacted Wallace & Tiernan Ltd., Tonbridge, for the benefit of their experience in the sterilization of water.

A first indication of these requirements was received late on Saturday, November 21, and the obvious urgency of the situation led to senior members of the firm co-operating in an all-out effort late that same evening. As a result, emergency water sterilization equipment was tested, packed and consigned to RAF Lyneham, Wilts. Delivery was made in the early hours of Sunday morning for transport to East Pakistan on a Hercules flight scheduled to take off for Dacca at 03.30 hours – less than 12 hours after the alert had first been received.

Satellite station in Barbados

Latest in a series of telecommunications projects awarded to The Mitchell Construction Co. (Caribbean) Ltd. is a contract valued at approximately $1.3 million from Cable & Wireless Ltd. for construction work in Barbados for their satellite communication programme.

The project is located at Congor Bay, on the east coast of the island, and involves the construction of an Earth signal station, the main building being of reinforced concrete with block cladding. It is being carried out to the design of Cable & Wireless architects' department, and the company's engineering department is also involved in the project.

350,000 springs a year

Herbert Terry & Sons Ltd., Redditch, Worcs., recently secured an order from the United States for 350,000 springs annually, valued at $24,000 a year.

Although the company have for many years exported other products, including exerciser equipment, clips, valve springs, and 'Anglepoise' lamps to the North American market, they have not previously sold springs for the original equipment market to the dollar area.

Position-controlled mill for Norway

A/S Norsk Jernverk, Norway's leading steel producer, has ordered a position-controlled hydraulic mill and associated services worth around £800,000 from Davy and United Engineering Co. Ltd., Sheffield (a Davy-Ashmore company). The mill will be installed in Norsk Jernverk's Bergen works.

£4.1 million contract

A £4.1 million cement plant extension for Uganda is to be provided by Vickers Ltd., (cement machinery division) on a complete turn key basis. The extension will add a capacity of 600 tons a day to the 300-tons-a-day dry-process plant recently completed by Vickers at Kasese under an earlier contract and now in full operation.

The new contract was signed in Kampala this week between Vickers as main contracters and Uganda Cement Industry Ltd., a part of Uganda Development Corporation.

Pye Telecommunications Ltd., a member of the Pye of Cambridge Group, has received a £¾ million contract to supply a nationwide communications system for the Sierra Leone Police. The system provides for HF single side band equipment for communications from the provinces to Freetown. Also provided are VHF systems covering each province and the capital with their own systems. Picture shows (from left) Mr. Ron Wilson, High Commissioner for Sierra Leone, Mr. Victor Kanu and Dr. J. M. Westhead, managing director of Pye Telecoms, inspecting equipment in Cambridge.

Communications equipment for Mexico

Petroleos Mexicanos, Mexico's national oil company, has placed a £69,250 contract for the installation of a national communications network with Pye Telecommunications Ltd., a member of the Pye of Cambridge group. The network will provide improved facilities for the efficient management of the company's refuelling services throughout Mexico.

£80,000 wrapping machines ordered

An order valued at over £80,000 has been secured by Carrington and Dewhurst Engineering Ltd., a member of the Carrington-Viyella group, for the supply of Wrap-King automatic wrapping machines to the SKF group of companies in Europe and Scandinavia.

Seoul buys traffic control system

A £57,500 contract covering the first phase of a comprehensive traffic control system in Seoul, capital of South Korea, was recently awarded to Pye TVT Ltd., a member of the Pye of Cambridge group. Under this contract, Pye TVT is to supply 10 weatherproof CCTV cameras, fully engineered for remote operation, together with the associated control room equipment and monitors. Over 20 miles of video and control cable will be needed to connect the camera positions to the central operations room.

Included in the order is an element covering the supply of VHF radiotelephone equipment worth £7,500 for use by the Seoul Police Traffic Control Department.

£2 million orders for buses

The overseas division of British Leyland International has received an order for 312 bus chassis worth £2 million from the Department of Government Transport for operation in Sydney, Australia. The order consists of 100 double-deck Leyland Atlantean and 212 single-deck Leopard chassis. They will be manufactured at British Leyland's truck and bus plant in Leyland, Lancs., and will be shipped in CKD form for assembly at the Corporation's Melbourne plant; bodies will be built locally. Deliveries will start in October of 1971.

In the past four years 632 Leyland bus chassis have been delivered for use in Sydney, and a further 587 to other Australian cities.

Power for patrol boats

Ruston Paxman Diesels Ltd., Newton-le-Willows, Lancs., are to supply the main propulsion machinery for two fast patrol craft ordered by the Government of Trinidad and Tobago from Vosper Thornycroft Ltd. Each vessel will be powered by two Paxman Ventura 12YCM pressure-charged and intercooled diesel engines developing a total output of 3,000 bhp.

The engine contract from Vosper Thornycroft is a repeat order for similar propulsion engines for two vessels, *Trinity* and *Courland Bay*, built in 1964-65 by Vosper Thornycroft for Coastguard service in Trinidad and Tobago.

'Hothouse' produces results

Torvac of Cambridge, high-vacuum specialists, had to build a temporary 'greenhouse' (rigged up with polythene sheeting inside the steel framework of an extension which is being built at their factory) in order to have the necessary working space to meet a £50,000 contract for a vacuum metallizer needed urgently in Belgium. The contract was won against strong international competition on technical specification and delivery time.

New Zealand ferry contract

Thomas Bishop Ltd., the Hillington-based manufacturers of ship's galley equipment, have won an order from the New Zealand Government to supply the complete galley and pantry equipment for a 2,000 dwt train ferry. The equipment includes double compartment bakers ovens, fish fryers, water boilers, hot bains-marie and coffee percolators, together with all kitchen equipment. The contract, worth more than £7,000, follows a similar contract for a ferry built on the north-east coast for other New Zealand owners earlier in the year.

Jamaican project uses British equipment

PSC Equipment Ltd., pre-stressing and post-tensioning equipment specialists of Iver, Bucks., recently supplied equipment for the Bogside Walk Project currently under construction in Jamaica. Comprising pre-stressing equipment and materials, including anchorages, sheathes, etc., for use on various bridges in this important project, the order is valued in excess of £8,000.

£380,000 orders for reformer tubes

APV-Paramount Ltd., high alloy steel founders of Crawley, Sussex, recently received three important orders for reformer tube assemblies required for fertilizer plants abroad.

The first is for African Explosives and Chemical Industries Ltd. (an associated company of ICI), for their ammonia plant near Durban – for about 150 reformer tubes valued at nearly £200,000.

The second, worth £12,000, has been placed by the Esso Petroleum Company on behalf of Esso Chemie nv – for a number of reformer tube assemblies to be installed in the Esso plant at Rosenburg.

Another recent contract now in production at the Teesside division of the company is for 300 tube assemblies for the ammonia plant being built by the Power-Gas Corporation Ltd. for the Qatar Fertilizer Company at Umm Said, on the Arabian Gulf – this contract is valued at approximately £170,000.

Japanese buy golf clubs

John Letters Ltd., golf club manufacturers in Hillington, Glasgow, and a subsidiary of Dunlop, recently won an order from Japan. The order, for no less than 10,000 putters and 650 complete sets of clubs, was achieved in the face of considerable overseas competition and is particularly remarkable since the company gained a foothold in the Japanese market only a year ago.

Mr. Jimmy Letters, sales director of the company, regards this as just the start as Japan, being one of the most golf-conscious countries in the world, now looks to Scotland, the traditional home of golf, for this equipment.

A seven-span flyover crossing Castellana Avenue, the main thoroughfare in the centre of Madrid, has been completed by Laing Iberica S.A., Spanish member of the Laing Group. This 620 ft. long bridge, costing £¼ million, consists of four traffic lanes and two pedestrian footways with a capacity of 80,000 vehicles per day. Space below the structure will be occupied by a museum of modern sculpture.

£12·5 million East Pakistan contract

A contract for irrigation equipment worth £12·5 million to increase the production of food in East Pakistan has been placed by the East Pakistan Agricultural Development Corporation with GEC Overseas Services Ltd., who will supply more than 5,000 diesel engines, with steel casing pipes, fibre-glass pipes, pump drive gears, tractors, compressors, welding equipment, cranes, drilling rigs, etc., during the next 30 months.

Computer network in New Zealand

The New Zealand government has ordered a series of ICL 7020 terminal systems that will give nine individual users, scattered around the country, simultaneous use of one of the most powerful computers in New Zealand.

Each of the nine users will be linked to the Government computer centre's ICL 1903A computer in Wellington and will operate through the terminals as though each were alongside the main computer. Using normal telephone lines, the network will provide computing facilities in Auckland, Hamilton, Rotorua, Wellington, Petone and Christchurch.

One of the major benefits to New Zealand will be the system's ability to provide students at the Auckland, Wellington, Petone and Christchurch technical institutions with first-hand experience of working with a powerful computer. The terminals at the nine locations are estimated to have saved the Government over £1 million, compared with the cost of individual computers, and are part of the government's policy to develop its computer centre.

Export sales total £200 million

East-West Airlines, the expanding Australian independent regional air carrier, has ordered a 79-seat BAC One-Eleven 475 jet airliner for introduction into service early in 1972. This order brings the value of One-Eleven export sales to £200 million, representing two-thirds of the total announced sales volume for the One-Eleven – in exports alone, the One-Eleven now eclipses the total value of the entire Viscount programme, itself an industry record.

Another £1 million order for Skyvan

Sales of the Short Skyvan light twin turboprop STOL aircraft topped 50 on November 27 with the announcement that the President of Argentina had confirmed an order for five Skyvan 3M military transports. The contract, an important breakthrough to the South American market for the military Skyvan, is worth over £1 million with spares.

The customer is the Argentine Naval Prefectura which, dating from colonial times, is one of the oldest forces in the country. It is responsible for law enforcement, security and the guarding of life and materials on the rivers and coastal waters.

The Argentinian contract is the fourth order for the military Skyvan, already used by the Austrian, Indonesian and Sultan of Oman's air forces. It boosts the export value of Skyvan's orders to date to over £8.5 million.

Iranian contract completed

Work has been completed by Francis Shaw and Co. Ltd., Manchester, on a £140,000 order for machinery for a vinyl asbestos floor tile factory for the Vinyflex Manufacturing Co. Ltd., Ghazvin, Iran. All the manufacturing equipment, ranging from first-stage component mixing machinery to precision rolling plant, presses, conveyors and control and laboratory gear, was supplied by the British company. The company was also responsible for on-site erection and commissioning.

Associated with the export deal is a technical aid agreement between Dunlop-Semtex Ltd., the international flooring specialists, and the Iranian company. This agreement covered the supply of technical know-how, manufacturing techniques and instruction and training of the customer's personnel.

The new factory, capable of producing 14 million tiles a year, is the first high-production plant to be opened in Iran.

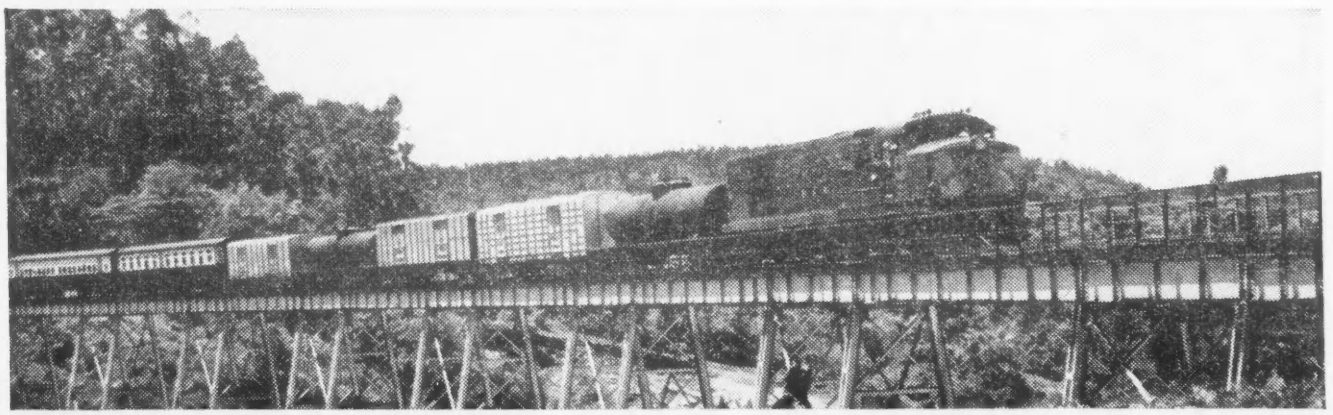
Norwegian contract signed

Kongsberg Vapenfabrikk of Kongsberg, Norway, a major Scandinavian company in industrial and military electronics, has signed a contract with Redac Software Ltd., Tewkesbury, Glos., for the purchase of computer-aided electronics design layout packages. This software, which covers pcb, integrated-circuit and thick-film design, will be used in increasing the design and production efficiency of printed circuits and microelectronics.

This layout package, made available by Redac for use with a number of machines, will be used by Kongsberg, who are purchasing a digital equipment PDP 15 computer with VT 15 crt display especially for use with this powerful software, which has taken Redac over five years to develop to its present potential.

The use of this design aid substantially reduces the time needed to produce printed-circuit board designs.

The hardware, complete with this software, will be commissioned in Kongsberg during the early part of 1971.



English Electric-AEI Traction Ltd. have received an order from GKN Contractors Ltd. for the supply of six 1760/1710 h.p. diesel-electric locomotives for service on the 3 ft. 6in. gauge Upper Congo-Great African Lakes Railways. The system already operates over 50 English Electric-AEI diesel-electric locomotives. The new locomotives will be similar to 40 units of this power and wheel arrangement currently in production for Malayan Railways. Our picture shows one of 44 English Electric-AEI 1840/2025 h.p. diesel-electric locomotives with mixed train on Elburgon Viaduct, East African Railways.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common Agricultural Policy

THE TEXTS of the following Regulations and Proposed Regulations, which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulations and Proposed Regulations may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

WINES

Regulation (CEE) No. 2346/70 relates to the aid for private storage of table wine of type A III (*Journal Officiel* No. L253, dated November 21, 1970).

The *Journal Officiel des Communautés Européenes* No. C141, dated November 27, 1970, contains the text of a Proposed Regulation fixing the guidance price in the wines sector for the period December 16, 1970, to December 15, 1971. It should be noted that the text of this Regulation, when finally approved, may differ from the draft text referred to above.

FRUIT AND VEGETABLES

Regulation (CEE) No. 2347/70 applies the Common Customs Tariff to imports of mandarins, satsumas, clementines, tangerines and other similar citrus hybrids originating in Spain (*Journal Officiel* No. L253, dated November 21, 1970).

Regulation (CEE) No. 2365/70 modifies **Regulation (CEE) No. 1467/70** relating to imports of citrus fruits originating in Morocco (*Journal Officiel* No. L257, dated November 26, 1970).

Regulation (CEE) No. 2366/70 modifies **Regulation (CEE) No. 1472/70** relating to imports of citrus fruits originating in Tunisia (*Journal Officiel* No. L257, dated November 26, 1970).

The *Journal Officiel des Communautés Européenes* No. C139, dated November 20, 1970, contains the text of a Proposed Directive concerning inquiries, effected by Member States, into the potential production of orchards. It should be noted that the text of this Directive, when finally approved, may differ from the draft text referred to above.

PIGMEAT

Regulation (CEE) No. 2395/70 relates to the marketing period to which the arithmetic mean of the prices for slaughtered pigs refers (*Journal Officiel* No. L259, dated November 28, 1970).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 2396/70 relates to the certified proof which must be given following applications for premiums for the non-marketing of milk and milk products (*Journel Officiel* No. L259, dated November 28, 1970).

Correction

Trade and Industry dated December 2 (page 398) contained an announcement about **Regulation (CEE) No. 2307/70** modifying **Regulation (CEE) No. 823/68.** The *Journal Officiel des Communautés Européennes* No. L256, dated November 25, 1970, contains a correction to this Regulation.

PROCESSED AGRICULTURAL PRODUCTS

The *Journal Officiel des Communautés Européenes* No. C141, dated November 27, 1970, contains the text of a Proposed Regulation to modify **Regulation (CEE) No. 1059/69** determining the exchange system applicable to certain goods resulting from the processing of agricultural products. It should be noted that the text of this Regulation, when finally approved, may differ from the draft text referred to above.

OILS, FATS AND OIL SEEDS

The *Journal Officiel des Communautés Européenes* No. C141, dated November 27, 1970, contains the text of a Proposed Regulation to modify the Article of **Regulation (CEE) No. 136/66** referring to import and export certificates in the fats sector.

It should be noted that the text of this Regulation, when finally approved, may differ from the draft text referred to above.

Tariff quotas in the EEC

THE *Journal Officiel des Communautés Européennes* No. L256 dated November 25, 1970 contains the text of **Regulation (CEE) No. 2359/70** setting up a Community Tariff Quota for 2,564 tonnes of dried grapes in immediate containers of a net capacity of 15 kg or less (Common Customs Tariff No. 08.04 B) at a 1.2 per cent rate of duty for the period December 1, 1970 to November 30, 1971. This quota has been allocated on the following basis:

Germany	1,811 tonnes
Benelux	376 tonnes
France	299 tonnes
Italy	78 tonnes

Details of the method of allocation and of the conditions attached to the whole quota, together with the French text of the above-mentioned Regulation, may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

Common Customs Tariff

THE *Board of Trade Journal* dated September 6, 1968 (page 678/679) contained a notice about the Common Customs Tariff of the European Communities which came into effect on July 1, 1968 and was published as **Regulation (CEE) No. 950/68** in the *Journal Officiel des Communautés Européennes* No. L172 dated July 22, 1968.

The *Board of Trade Journal* dated January 7, 1970 (page 59) contained an announcement about **Regulation (CEE) No. 2451/69**

modifying **Regulation (CEE) No. 950/68** and setting out the rates of duty applicable to imports from third countries with effect from January 1, 1970.

Details of further Regulations modifying **Regulation (CEE) No. 950/68** were published in the *Board of Trade Journal* dated July 15, 1970 (page 121).

The *Journal Officiel des Communautés Européennes* No. L258 dated November 27, 1970 contains the text of **Regulation (CEE) No. 2376/70** which also modifies **Regulation (CEE) No. 950/68.**

The French texts of all the Regulations referred to above may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

Harmonization of legislation

THE *Journal Officiel des Communautés Européennes* No. C141 dated November 27, 1970 contains the texts of two Proposed Directives as follows:

Proposed Directive concerns the harmonization of Member States legislation relating to electric plants which can be used in an explosive atmosphere.

Proposed Directive concerns the harmonization of Member States legislation, regulations and administrative rules relating to the normal handling operations liable to be used in customs warehouses and in free zones.

It should be noted that the texts of these Directives, when finally approved, may differ from the draft texts referred to above.

The French texts of the Proposed Directives may be seen on application to Commercial Relations and Export Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354/5).

FRANCE

Duty quota for seed potatoes

THE FRENCH *Journal Officiel* of November 18 gave further details concerning the quota for seed potatoes (Tariff 07.01 A I a), to be imported at a reduced rate of duty until June 30, 1971 (see previous notice in *Trade and Industry* of December 2, page 400).

Applications for import licences must conform with the conditions set out in the Arrêtés of October 12, 1962 and October 1, 1963. They should be addressed, together with a stamped envelope bearing the name and address of the applicant, to the Bureau des fruits et légumes (Direction de la Production des Marchés et des Echanges extérieurs, sous-direction des productions végétales) Ministère de l'Agriculture, 3 rue Barbet-de-Jouy, Paris, 7e.

Applications must be confined to the following varieties:

Early Bea, Esterling, Ostara, Primura, Resy, Jose, Spunta, Sirtema

Floury: Ambassadeur, Daresa, Flora, Maritta, Panther, Thynia, Ultimus, Amex, Kaptah-Vandel, Commandeur, Calori, Goliath, Format, Multa, Bohm's Bodenkraft, Patroness, Brunella, Ursula, Prevalent, Amigo, Saturna, Rector

Separate applications must be made for the Sirtema variety, the other early varieties and the floury varieties. Each application must not exceed 230 metric tons. Where applicable, importers should also state prior amounts of the Sirtema variety imported during 1969-1970.

Potatoes imported into France are subject to the sanitary controls laid down in an Order of November 8, 1954, and they must be routed through a customs post open for phytosanitary control. A list of these posts was given in an Order dated March 3, 1962.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 423, 408, 288), where the full French text may be seen.

ITALY

Statistical visa for cotton textile imports

THE ITALIAN Minister for Foreign Trade issued on November 6, Circular No. 1/156730/AG.156 to the effect that, as from that date, imports of cotton textiles listed in the Appendix to the Circular, containing more than 50 per cent of cotton and originating from non-EEC countries, will require a statistical visa on the import documents by the Institute for Foreign Trade.

This ruling covers yarns, woven fabrics, articles of clothing and household textiles.

The formality of the visa does not apply to goods already subject to import licence and quota restrictions or to goods already in customs or shipped to Italian buyers before November 6.

Inquiries from British exporters relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 467) where the full Italian text may be seen.

INTERNATIONAL TRADE CENTRE UNCTAD/GATT

The International Trade Centre was established by the General Agreement on Tariffs and Trade (GATT) at the request of the developing countries. Since January, 1968, it has been jointly operated by the United Nations Conference on Trade and Development (UNCTAD) and the GATT. The Centre's aim is to assist the developing countries in their export trade by providing them with information on export markets and marketing and helping them to develop their export promotion services and to train the necessary personnel.

Further information about the Trade Centre and its work may be obtained from United Kingdom Liaison Officer, Miss E. P. M. Baggs, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

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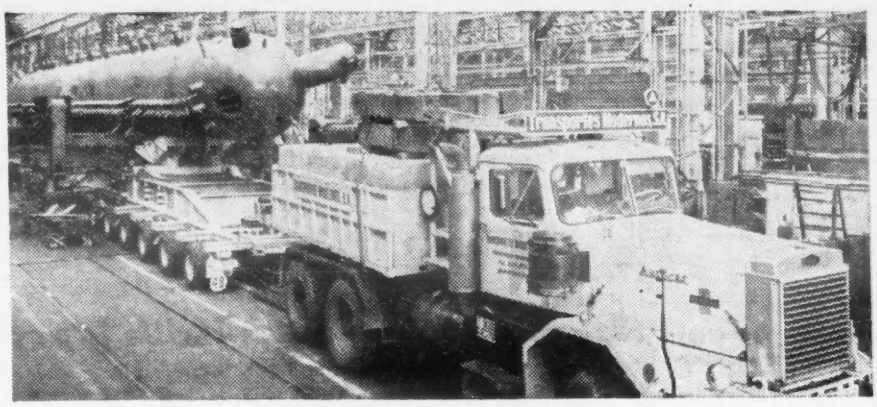

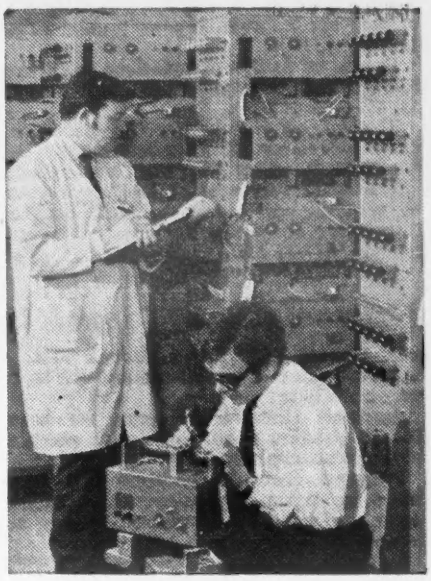

This boiler steam drum (above) 88ft. 6in. long and weighing over 300 tons – manufactured by Babcock & Wilcox Ltd. and the first of three destined for power stations in Spain – is said to be the heaviest single item to be exported from the United Kingdom. The drum illustrated is one of two for Hidroelectrica Espanola SA, the third unit being supplied to Iberduero SA.

A batch of Multiplexor units (right) for use in the control of dust extraction and filtration plants in Holland, Sweden and Norway undergoing a 'burn in' test to discover infant mortality failures of components at the Skelmersdale, Lancs., factory of Dewrance Controls Ltd.

SPAIN

Import deposit scheme

THE SPANISH authorities have announced that their import deposit scheme will be continued until June 30, 1971, with the rate of deposit reduced from 20 per cent to 10 per cent as from January 1, 1971.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

GREECE

Cholera regulations

IT WAS announced in the December 2 issue of *Trade and Industry* (p. 400) that the Greek Ministry of Foreign Affairs had lifted restrictions on movements from Turkey to Greece, subject to certain sanitary measures. These controls have now been removed and travellers may enter Greece from Turkey provided they possess a valid cholera vaccination certificate issued at least six days before arrival.

Inquiries about this notice should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2338).

NORWAY

Duty Exemption

THE NORWEGIAN AUTHORITIES have announced that strawberries, raspberries, blackcurrants, currants and gooseberries for use as basic materials in the canning industry, will be exempt from import duty for the 1970-71 season. This is subject to the granting of an import permit by the Norwegian Agricultural Department.

Inquiries concerning this notice should be addressed to Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London EC4M 7HU (Tel. 01-248 5757, Ext. 458, 459 and 461).

GHANA

Customs tariff amendments

THE FIRST and Second Schedules to the Ghana Customs Tariff are amended by The Customs and Excise Tariff (Amendment) Act 1970, and became effective from August 25.

Details may be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

DAHOMEY

Ban on cement imports

DECREE NO. 021/MEP/MF/CAB of October 14, introduced a complete ban on all imports of cement into Dahomey.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

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MALAWI

Import control of some paper products

MALAWI Control of Goods (Import and Export) (Commerce) (Amendment) (No. 3) Order, 1970, amends, with effect from November 3, the Control of Goods (Import and Export) (Commerce) Order, 1967.

This Order adds the following new items to the list of goods contained in item 12 of the Second Schedule (published in the *Board of Trade Journal* of April 29) for which an import licence is required.

Heading	Description of Goods
48.16	Boxes, bags and other packing containers, of paper or paperboard:
48.16.02	Single-ply self-opening rectangular base kraft and imitation kraft bags and other utility bags of a kind similarly used for general purposes; carrier bags and the like
48.16.98	Other boxes, bags and other packing containers, of paper or paperboard not elsewhere specified in heading 48.16
48.19	Paper or paperboard labels, whether or not printed or gummed

Note:

All items of stationery and paper products which are subject to import licensing procedure, may be imported only through Messrs. Paper and Printing Supplies of P.O. Box 6, Blantyre. Accordingly, all orders for the importation of stationery and paper products should be made through them.

Inquiries relating to this notice should be addressed to the Department of Trade and Industry, Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

REPUBLIC OF SOUTH AFRICA

Customs Tariff Amendments

THE FOLLOWING changes appeared in the South African *Government Gazette* No. 2929 of November 20.

Specific provision is made for:

R. 2026. Certain anti-oxidants, vulcanization retarders and vulcanization accelerators, at a rate of duty of 25 per cent; and

R. 2027. Phenolphthalein (excluding iodophenolphthalein), and the duty thereon is increased from 10 per cent to 25 per cent.

R. 2028. (1) The provision in sub-headings Nos. 50.09.20 and 50.10.20 is extended to include certain fabrics of cellulosic fibres containing 30 per cent or more combed wool, combed animal hair and synthetic fibres.

(2) Sub-heading No. 51.04.65 is deleted and provision is made in sub-headings Nos. 51.04.75 and 51.04.80 for certain fabrics of synthetic and cellulosic fibres.

(3) Specific provision is made in sub-heading No. 56.07.37 for certain fabrics of cellulosic fibres containing 30 per cent or more synthetic fibres.

(4) The rate of duty in sub-heading No. 50.09.15.90 is amended to the extent indicated.

R. 2029. Sub-heading No. 73.40.50 is deleted and specific provision is made in sub-heading No. 83.13.50 for baling clips of iron or steel.

R. 2030. Provision, at a rate of duty of 25 per cent, is made for medical, dental, surgical or veterinary furniture which is not specifically mentioned in sub-headings Nos. 94.02.10 and 94.02.50.

R. 2031. The amount of ordinary anti-dumping duty payable on scale wax and paraffin wax is restricted to the extent indicated, with retrospective effect to January 1, 1969.

Provision is made for a rebate of the full duty on:

R. 2032. (1) Dibutyl-p-cresol (butylated hydroxytoluence), dicyandiamide, isooctyl thioglycolate, dibutyltin oxide and dioctyltin oxide, for the manufacture of stabilizers.

(2) Additives with a basis of polyethylene oxide, for use in the manufacture of tinned sheets or plates, of iron or steel.

R. 2034. Certain woven fabrics of cellulosic fibres for the manufacture of boys' blazers and for use as other cloth for certain women's and girls' garments.

R. 2034. Glass bottles of a metric capacity, for the packing of wine and spirituous beverages, in such quantities and at such times as the Secretary for Industries may allow by specific permit.

R. 2036. Certain rubber anti-oxidants, vulcanization retarders and vulcanization accelerators, in such quantities and at such times as the Secretary for Industries may allow by specific permit.

R. 2032. (3) The provision for a rebate of duty on certain coiled aluminium, for the manufacture of easy-opening ends for metal containers, is extended to the extent indicated.

R. 2033. The provisions for a rebate of duty on certain chemicals for the manufacture of synthetic rubber, rubber products, car sealing and bottle cap lining preparations, and insulated electric cable and wire, are withdrawn.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

ABU DHABI

Customs duties—correction

THE NOTICE in the December 2 issue of *Trade and Industry* (page 401) erroneously stated that the Abu Dhabi rate of duty on alcoholic drinks is 35 per cent. In fact the rate remains unchanged at 25 per cent.

QATAR

Foreign contracting companies

NEW LEGISLATION (Law 18 of 1970) requires all foreign contracting companies to appoint a Service Agent before commencing operations in Qatar. The Service Agent must be a Qatari national or, if a company, all the partners must be Qataris.

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QATAR, *continued*

Companies undertaking works requiring less than three months for completion may apply for exemption from the above requirement.

Copies of the new Law are available from Export Data Branch 2, Export Services Division, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 477).

IRAN

Additional import duty on machinery

A MENTION was recently made in the Iranian press of an additional duty of 5 per cent to be levied, with retrospective effect from March 21, 1970, on the import of certain items of machinery and equipment. It is understood the goods affected are:

Iron and steel structures and large receptacles; steam boilers and economisers; automobile engines; mechanical pumps; air compressors; presses; machinery for handling and excavating; machine tools; apparatus for regulating flow of liquids through conduits; electricity supply machinery.

This special charge is, however, to be levied only on those (listed) items which are capable of being manufactured in Iran. It is not expected to have much effect on the scale of imports.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel: 01-248 5757, Ext. 420 and 475).

ISRAEL

Tariff amendments

VARIOUS AMENDMENTS have been made which affect the following Israeli Tariff numbers:

33.01	49.08	58.10	82.02
37.01	55.05	59.04	93.09
37.03	55.06	60.01	84.22
39.07	56.06	64.02	90.08
40.03	58.05	65.06	90.10
43.02	58.09	73.11	90.24

Excise duty amendments

AMENDMENTS have been made to the Israeli Customs and Excise duty on tobacco, tobacco products and alcoholic beverages. Details are available.

Prohibited import

UNDER THE Safety at Work Ordinance (New Version) 1970, the import into Israel of matches made with white or yellow phosphorus is prohibited.

Inquiries from British exporters about these notices should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

SOUTH VIETNAM

Exchange rate

THE VIETNAMESE GOVERNMENT has announced that for certain transactions the rate of exchange to be used will be 275 piatres to one U.S. dollar (660 to one pound sterling). The new rate will apply after October 5, 1970. The existing rate of exchange of 188 piastres to one U.S. dollar (approximately 283 to one pound sterling) will, however, continue to apply unchanged for other transactions.

The higher rate of exchange will be termed the Limited Parallel Exchange Market and the only foreign currencies authorized to be used for such transactions are the U.S. dollar, the pound sterling and the French franc.

All exports from Vietnam will be effected on the Parallel Market and this rate of exchange also applies to most financial transfers and some imports financed with Government owned foreign exchange or with French Insurance Credit Funds.

Part of a consignment of four alumina trucks, destined for a giant aluminium smelting plant in Bahrain, leaving the Bristol factory of Welding Industries Ltd. Four more still to be delivered bring the value of the contract to £27,000.

It is hoped that details of commodities to be imported through the Parallel Market will be available shortly.

Inquiries about this notice should be made to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 420 and 475).

AUSTRALIA

Tariff changes

DETAILS ARE given below of changes made in the Australian Customs tariff by Customs tariff proposals which came into effect on November 23, and are consequent upon the Special Advisory Authority inquiry into industrial radiographic equipment.

Amendments of Part II of the First Schedule to the Customs Tariff 1966-1970

Tariff Item	Goods	Rates of duty	
		General	Preferential
Omit Note 10 to Chapter 90, *insert* the following note:			
10.	The following goods are specified for the purposes of sub-item 90.20.3, that is to say, goods that: (a) Were in transit to Australia on October 7, 1970; and (b) Are entered for home consumption within 21 days after importation.		
After sub-item 90.20.2 *insert* the following sub-item:			
90.20.3	Gamma ray apparatus, non-medical, as follows: (a) Irradiation units not having a capacity in excess of 10,000 curies of Cobalt 60; (b) radiography units; (c) shielded radioisotope handling systems; (d) shielded radioisotope handling systems, not including goods specified in Note 10 to this Chapter	7½% and temporary duty of 4½%	Free, and temporary duty of 2½%

Any inquiries about this notice should be addressed to Tariff Section Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 468, 469 and 401).

Simplification of the Australian customs tariff

A NOTICE was published in the *Board of Trade Journal* on July 29, giving details of the simplification of the Australian Customs Tariff.

Draft Chapters of the revised tariff were published on November 26, and in this set, any objections should be made to the Australian authorities by January 8, 1971.

Drafts of the following chapters concerned are available in the Commercial Relations and Exports Division of the Department of Trade and Industry.

Chapter 74 Copper and articles thereof.
„ 90 Optical, measuring, checking, medical and surgical instruments and apparatus.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2318/2319), quoting reference No. 30848.

NEW ZEALAND

Emergency Protection Authority—children's playing cards

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of children's playing cards.

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
Ex 97.04.09		32½%	52½%	65%

The Emergency Protection Authority is required to report to the Minister by December 24, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc., P.O. Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade,' telephone: Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British Trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 860/69.

Emergency Protection Authority report

COPIES OF the following New Zealand Emergency Protection Authority report have been received and are available from the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
85.21.08	Mounted piezo-electric crystals.

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BRAZIL

Import regulations

FURTHER DETAILS have been received of the new measures affecting the Brazilian import licensing system (see *Board of Trade Journal* of October 14, page 866).

CONCEX Resolution No. 60 of August 18 abolishes the import licence and divides imports into the following categories:

a. Imports which can be made without an import permit (guia de importacao)
b. Imports which need an import permit
c. Prohibited imports (only those cases covered by current legislation)

It also increases the validity period of the import permit from 120 to 180 days.

CACEX Circular No. 308 of August 18 gives details of goods falling within the three categories. In the first category (goods not needing a permit) are included passengers' baggage, samples of no commercial value, gifts up to US$25 in value sent by parcel post, imports with diplomatic exemption, educational material such as charts, records, tapes and films, orthopaedic apparatus, temporary imports of motor vehicles, hunting trophies, parts and spares for machines, apparatus and equipment, ships, boats and aircraft up to a value of US$1,000, apparatus, instruments and tools imported by professional persons or bodies and by hospitals and clinics up to a value of US$1,000, etc, labels and packing materials for goods for export, and the following goods, provided they have where necessary, authority on health, sanitary or safety grounds: animal semen, culture media and printed matter including technical catalogues.

Circular No. 308 also lists goods which need a prior import permit. They include government purchases, goods imported under duty concessions, imports covered by credit terms of over 180 days, exhibition material, and used machinery and equipment. For a number of specified goods permits may be obtained either before or after the goods arrive in Brazil.

British exporters can obtain an unofficial translation of both Resolution 60 and Circular 308 from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

CHILE

Import duty amendments

THERE HAVE recently been a number of amendments to the Chilean Customs Schedule. The goods affected come in the following categories:

Chapter 25	Salt, sulphur, earths and stones, plastering materials, lime and cement
Chapter 26	Metallic ores, slag and ash
Chapter 45	Cork and articles of cork
Chapter 63	Old clothing and other textile articles; rags
Chapter 64	Footwear, gaiters and the like; parts of such articles
Chapter 66	Umbrellas, sunshades, walking-sticks, whips, riding-crops and parts thereof
Chapter 70	Glass and glassware
Chapter 84	Boilers, machinery and mechanical appliances; parts thereof (Note: The alterations only affect heading numbers 84.01 to 84.28 inclusive)

British exporters can, by specifying their products, obtain further information from Tariff Section of Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

ARGENTINA

Foreign exchange not available for non-essential and luxury goods

CENTRAL BANK Telephonic Communication No. 2439 of November 5, instructed Argentine banks not to sell foreign exchange for non-essential and luxury goods pending increases in import duty.

Letters of credit may be opened for: (a) Capital goods listed in Central Bank Circular No. 328 of June 15, 1967, and its amendments; and (b) for raw materials and intermediary products detailed in the annexe to Telephonic Communication No. 2439.

Foreign exchange may also be sold for: (a) Payment of contracts for purchase of foreign exchange at their date of maturity; (b) interest and expenses on documentary credits, letters of credit and drafts for payment for imports; (c) refunds of surplus expenses for ships; (d) subscriptions to international organizations; (e) registration fees for assisting international congreses; and (f) scientific, cultural, artistic and sporting purposes.

British exporters who wish to obtain details of these measures should address their inquiries, stating the products in which they are interested, to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordnance, 1950

THE TRINIDAD AND TOBAGO Government is considering whether the following products should be declared 'pioneer products' for the purposes of the above law:

Trawling nets, gates and equipment.

'Pioneer manufacturers' of these products will enjoy income-tax relief, duty-free importation of construction material, plant, machinery, etc., and other concessions. The Trinidad and Tobago Customs Laws also provide for the exemption from payment of import duties on raw materials by approved industrial activities.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (P.O. Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Section, P.O. Box 778, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

COLOUR BLOCKS FOR FRONT COVER

Colour cover blocks: *The Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available for front cover colour illustrations. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

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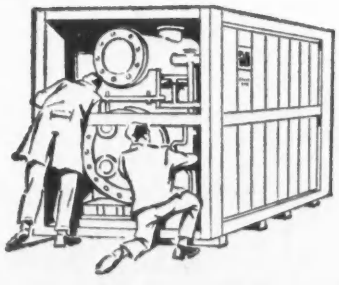

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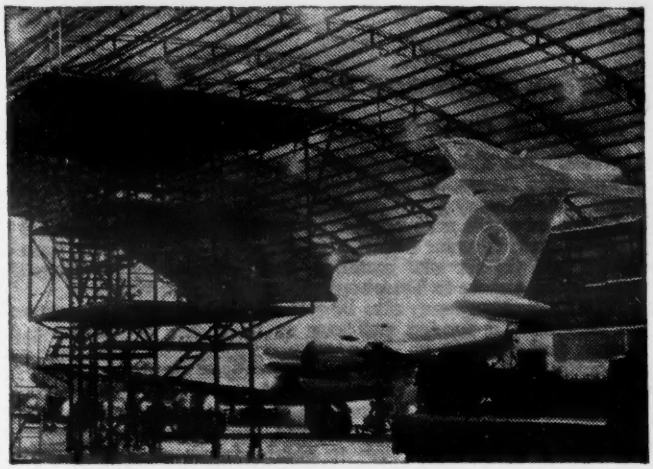


The international airport at Colombo in Ceylon now has 'Hi-Way' docking supplied by Martin-Thomas (Thorn group) of Andover, Hants. Built for Air Ceylon, the all-steel staging stands over 30 ft. high and covers the complete tail, fin and rear-mounted engines on the H.S. Trident. This is the sixth Trident docking by Martin-Thomas; the other five–all in aluminium-have been delivered to BEA, Iraqi Airways and Kuwait Airways.

JAMAICA

Industrial Incentives Law, 1956

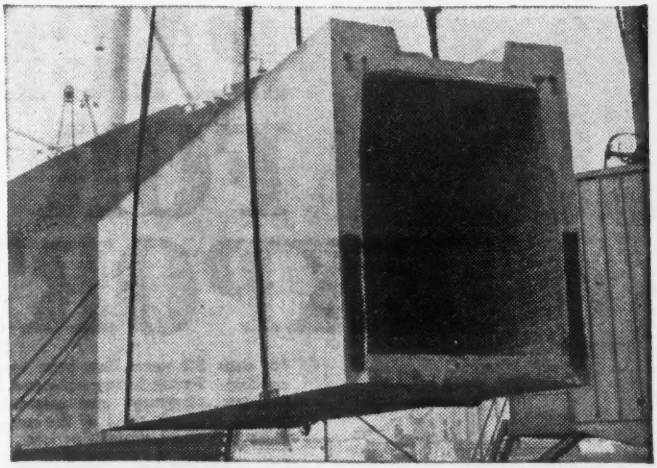
THE FOLLOWING PRODUCTS have been declared 'approved products' for the purpose of the above law:

Shoe upper leathers and fancy leathers.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated August 5, page 305.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (P.O. Box 505). It would be appreciated if firms writing to the Industrial Development Corporation, would copy their initial correspondence to the British High Commission, Commercial Department, P.O. Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).



Following successful preliminary tests last winter the Canadian Government's National Research Council is to carry out tests on two concrete beams similar to those being used to build Britain's experimental track at Earith near Tracked Hovercraft's headquarters at Cambridge. The British design is regarded as promising as it has the capability of providing a hovertrain system that can operate with the minimum of difficulty in Canadian weather. Picture shows the hovertrain track sections being loaded at London Docks bound for Montreal.

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance. Box No. 10/-

Orders for advertisements should be addressed to **HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

Replies to Box Numbers should be addressed to **Box No.—Board of Trade Journal, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

THE METAL PERFORATORS J. & F. POOL LTD. invite perforating inquiries from industry.—J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3571 (6 lines). Telex 45286.

'FLASH' Carton Case Opener. The opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Commercial and Industrial Stapling Equipment. The Flash Carton Opener Co. Ltd., Ambleside Avenue, London, S.W.16. Tel. 01-769 0308/5960.

AUSTRALIAN AGENTS—IMPORT/EXPORT, wish to contact British Exporters. Variety of items not restricted. 'We can market anything that can be sold. ALEXANDER THE GREAT' Enterprises, Box 33, Margate, Queensland, Australia, 4019.

SPANISH AGENT with active connection, wholesale distributors and big store groups, ferreteria and objetos de regalo seeks another saleable line for this important market. Bilingual. Box S7094.

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EXPORTERS OF PRODUCTION AND OFFICE EQUIPMENT! A massive international export advertising campaign is due to be launched in January 1971 and will continue until December 1971. For publicity minded companies who wish to promote their products world-wide, space is still available in the most outstanding, attention getting, full colour direct inquiry media ever to leave Britain. Companies who would like to consider participating in this campaign are invited to write for further details to the Campaign Manager, 'Made in Britain Campaign,' Direct Overseas Advertising Ltd., 46A, Gloucester Road, London, S.W.7 or telephone 01-589 1942.

CANADA

Hazardous Products Act

IT IS understood that regulations under the Hazardous Products Act will come into force in a month or so which will make it illegal to import, advertise or sell glazed articles used for serving food and beverages which release more than seven parts per million of lead into a 4 per cent acetic acid solution during a storage period of 18 hours at room temperature.

Further information will be published as soon as it becomes available.

Inquiries concerning this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455, 456, 457).

Members of Engtrade 13 – the Engineering Industries Association's fifth outward trade mission to North America – taken immediately before take-off recently at Heathrow. The leader of the mission was Mr. T. R. Wade.

UNITED STATES

Proposed banned hazardous substances: certain children's toys

THE *Board of Trade Journal* of December 10, 1969 gave notice of the United States Child Protection and Toy Safety Act of 1969 which provides for the classification of toys or other articles intended for use by children as a hazardous substance by the Secretary of Health, Education and Welfare, due to the presence of mechanical electrical or thermal hazards.

The Food and Drug Administration has proposed to amend the regulations to provide for the classification of certain toys which present mechanical hazards when subject to reasonable damage or abuse as banned hazardous substances.

Further details about this notice may be obtained from United States Section, Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 17.11.70.

Flammable Fabrics Act—children's sleepwear

THE *Board of Trade Journal* of February 11, 1970 gave notice of an investigation into new flammability standards for sleepwear.

After consideration of comments received, the United States Department of Commerce proposes a new standard of flammability for young children's sleepwear and fabrics or related materials.

Interested persons may submit written comments about this notice not later than December 16, 1970 to the Assistant Secretary for Science and Technology, Room 3862, United States Department of Commerce, Washington DC 20230.

Further details about this notice may be obtained from United States Section, Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 17.11.70.

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UNITED STATES, *continued*

Motor vehicle safety standards

Exterior protection – bumpers
THE *Board of Trade Journal* of March 4, 1970 announced that a hearing would be held on April 2, to discuss bumpers and vehicle protection from damage during collisions.

The United States National Highway Safety Bureau has now proposed a new standard which would require front and rear surfaces to protect vehicle systems from damage during collisions, with proposed effective date of August 1, 1972.

Interested persons may submit written comments to the Bureau not later than January 25, 1971. Reference FR 24.11.70.

Further details about this notice may be obtained from the United States Section, Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Tyre identification and record keeping
THE *Board of Trade Journal* of July 26, 1970 gave notice of United States proposals for the establishment of an effective system for tyre identification and record keeping.

After consideration of comments received, the National Highway Safety Bureau have further amended the proposals which become effective on May 1, 1971. Reference FR 10.10.70.

Consumer information – stopping distance
The *Board of Trade Journal* of June 11, 1969 gave notice of the amendment of the United States consumer requirement regulations for vehicle stopping distance.

The National Highway Safety Bureau now proposes to further amend the regulations to impose additional reporting requirements and to extend the regulations to include manufactures of multi-stage vehicles, multi-purpose passenger vehicles, trucks and buses. The proposed effective date is October 1, 1971.

Interested persons may submit written comments to the Highway Bureau not later than February 4, 1971. Reference FR 11.11.70.

New pneumatic tyres – Standard 109
The United States National Highway Safety Bureau propose to amend Standard 109 new pneumatic tyres for passenger cars to establish a new criterion for calculating the braking energy value of the tyre strength test, effective date July 1, 1971.

Interested persons may submit written comments to the Safety Bureau not later than February 5, 1971. Reference FR 10.11.70.

Further details may be obtained from United States Section, Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Standard 108
THE *Board of Trade Journal* of April 15, 1970 announced the extension of time for submitting comments on Standard 108 relating to motor vehicle lighting devices and equipment.

The United States National Highway Safety Bureau has now further amended the proposals which become effective on July 1, 1971 except for the standard for 'Back Up Lamps' and candle power of mounted stop lamps which become effective on January 1, 1973. The effective date for inclusion of replacements headlamp units, lamp bulbs and plastic lenses has been deferred.

Further details about this notice may be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455, 456, 457). Reference FR 31.10.70.

Control of air pollution from motor vehicles

THE *Board of Trade Journal* of August 5, 1970 announced United States proposals for the control of air pollution from new motor vehicles and new motor vehicle engines beginning with the 1972 model year.

The United States Department of Health, Education and Welfare has now issued standards for crankcase exhaust and fuel evaporative emissions and details of the certification and test procedures that will apply.

Further details may be obtained from the Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455, 456, 457). Reference FR 10.11.70.

Fair Packaging and Labelling Act

'Economy, Giant and Family Size' Representations
THE UNITED STATES Federal Trade Commission has proposed regulations to amend the Fair Packaging and Labelling Act to prevent the deception of the consumer and to facilitate value comparison of consumer commodities.

Interested persons may submit written comments to the Secretary of the Trade Commission not later than January 22, 1971.

Further details may be obtained from the United States Section, Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 24.11.70.

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And your first market was U.S.A.?

N.E.M: People said we were fools trying to break in there, but although the U.S. market is tough it also has the richest potential.

What was your formula for getting in?

N.E.M: Good quality products, which we have. Service that's fast and reliable. And personal contact. You must spend money sending top people there.

And credit: this is important, too?

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Are you looking at new markets now, or for deeper penetration in those where you're established?

N.E.M: Both. Our sales director is away now visiting Venezuela, Bolivia and Mexico. Another executive's going over to Japan. We're getting good results profitwise from exports, and if we want to go on expanding fast we shall have to move our export percentage up even higher, because the home market must have a limit. As long as we can keep making new contacts and financing our expansion, nothing can stop us.

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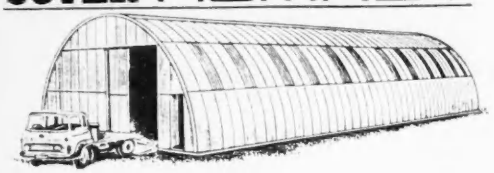

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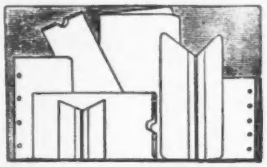

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